FREIGHT TRAFFIC ISSUE

What Shippers Think Of Railroad Selling

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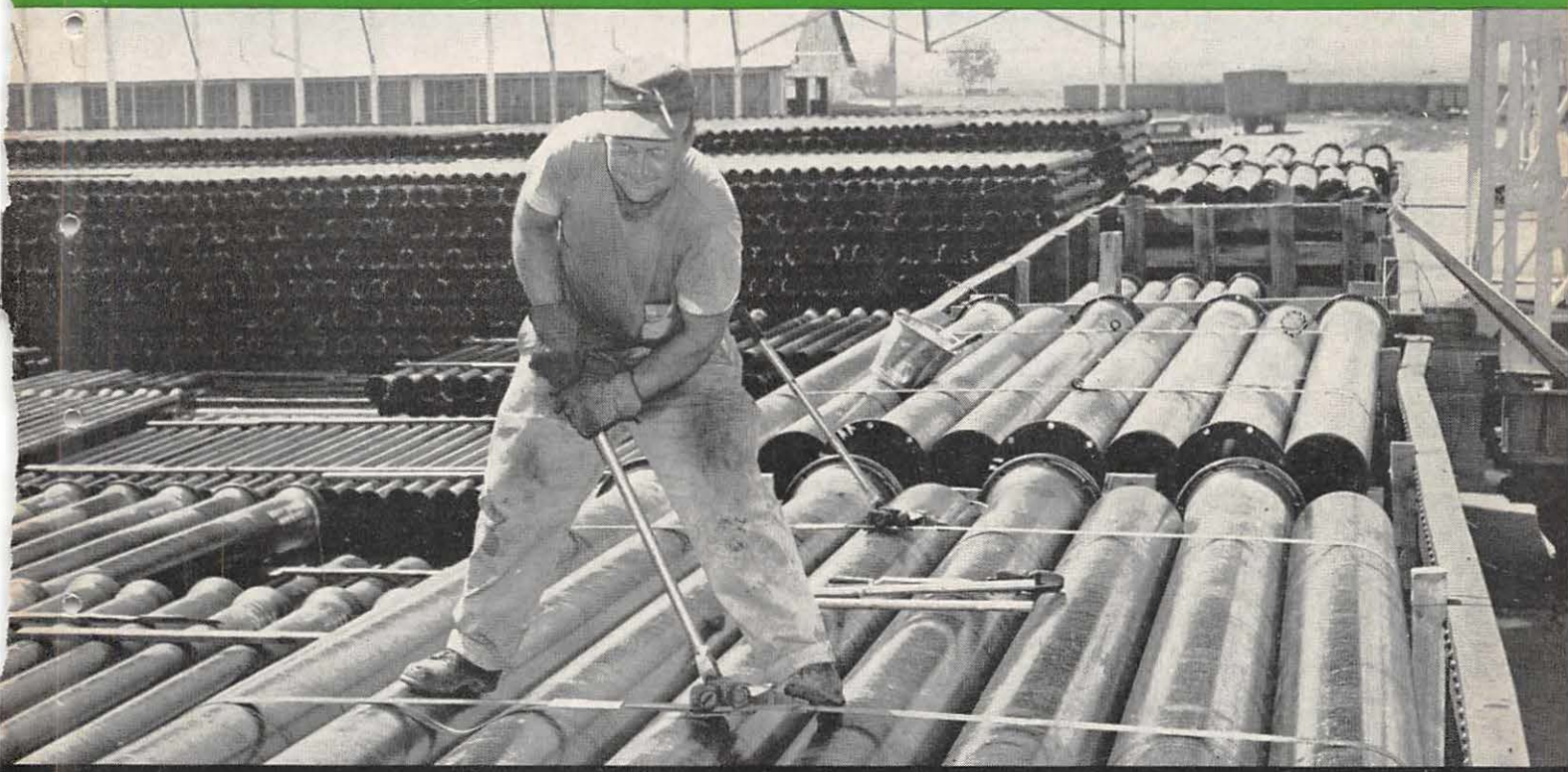
April 27, 1959

RAILWAY AGE *weekly*



5 ways to save with steel strapping . . . p. 23

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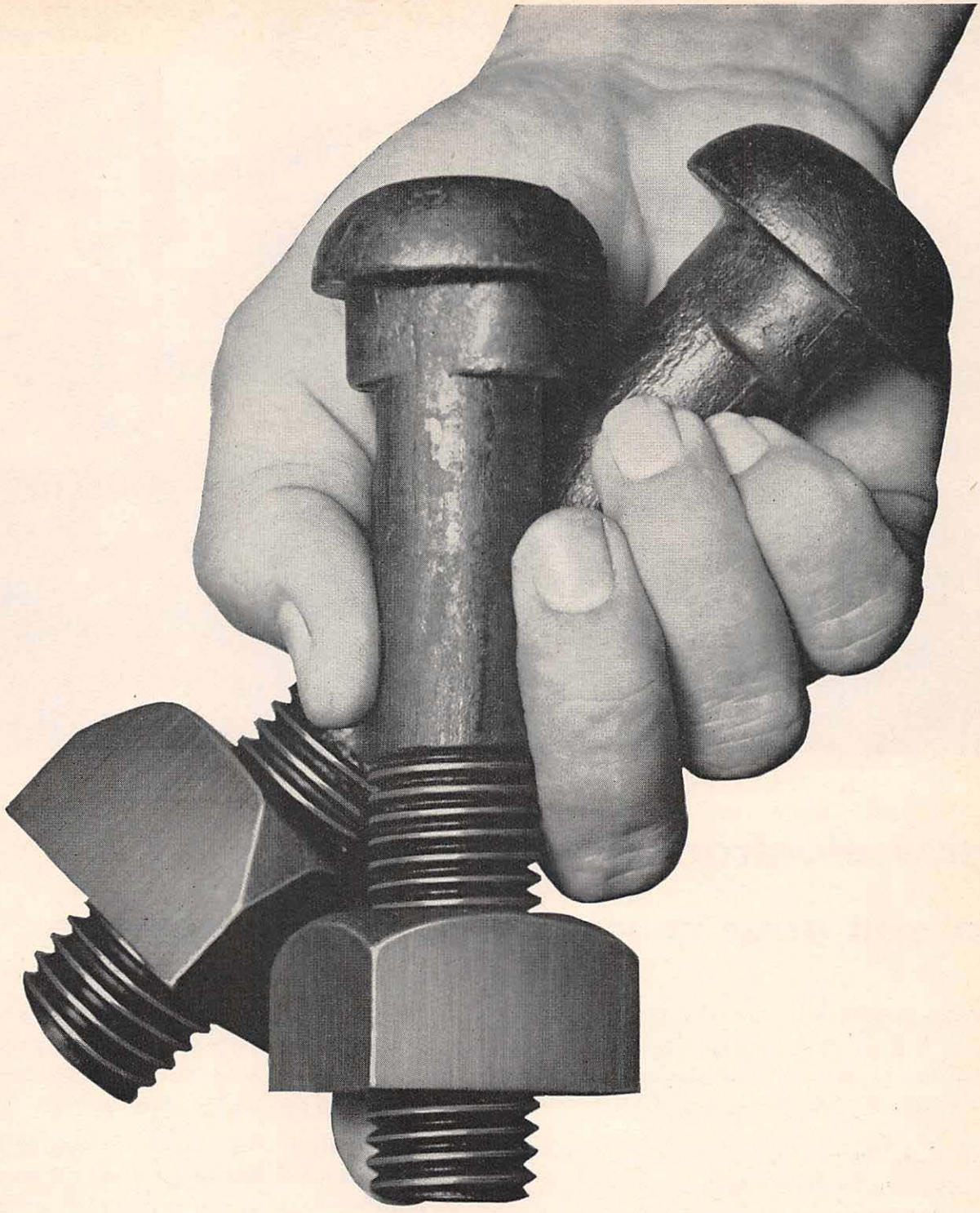

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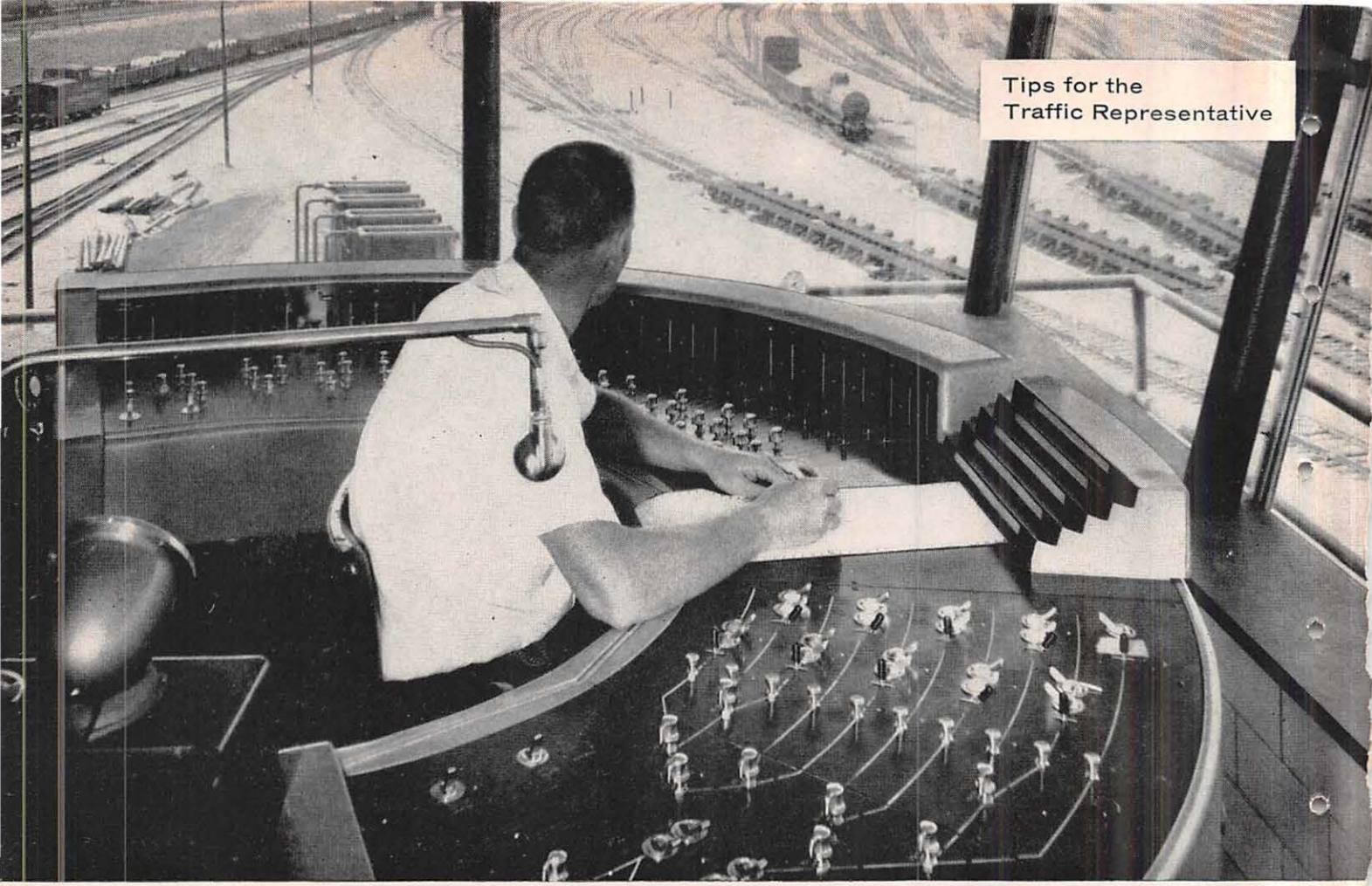

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RAILWAY AGE *weekly* April 27, 1959 • Vol. 146, No. 17

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'Seaway may defeat itself' ..... p. 9

Unless it creates "a whole new sphere of industrial activity," it will do more harm than good, says NYC's Baylis. Railroads will help to encourage such industrial growth—but they'll also put up a "real fight," through four types of rate adjustments, to retain traffic against Seaway competition.

Cover Story—What shippers think of RR salesmen p.15

Their opinions range from "good" to "bad," according to this month's Traffic Poll. Improvement has been noticed, but many industrial traffic managers see room for further gains.

Cover Story—Steel strapping saves money p.23

Many products can be shipped more safely, and loaded and unloaded more economically, thanks to steel strap. Here are five ways it is now being used.

Cover Story—3M uses traffic to help sales p.26

The Minnesota Mining & Manufacturing Company ships and receives an equivalent of about 95,000 carloads a year. Its traffic policies have followed the company's basic philosophy of thinking first of the customer.

How photos help trim damage p.35

Cameras are key tools in the highly successful damage-reduction program of S. C. Johnson & Son. The wax maker has cut damage for four consecutive years, despite an increase in the number and kind of items shipped.

LIRR: Still sprightly at 125 ..... p.46

The Long Island is now, more or less officially, a "quarquicentenarian." But to its 260,000 daily riders, it's in the bloom of youth—thanks to a physical rehabilitation job that's been accompanied by an extraordinarily effective public relations effort.

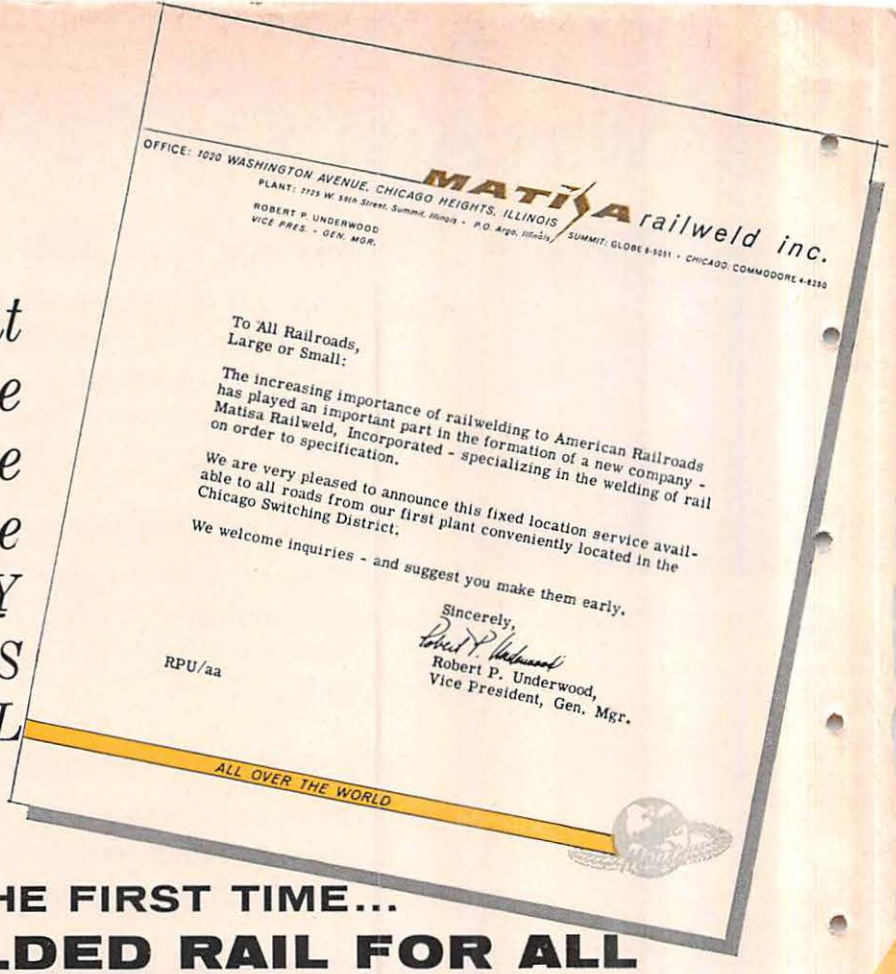
New ramp eases container transfer p.50

The ramp—with which British railways are experimenting—eliminates use of cranes or lift trucks.

Shippers boards fight attendance slump p.51

Declining interest in board sessions seems to reflect the difficulty of maintaining interest in repeated coverage of the same subjects. Here are some proposed remedies.

an announcement of major importance to all railroads, large or small, about the <u>*AVAILABILITY*</u> *of CONTINUOUS WELDED RAIL*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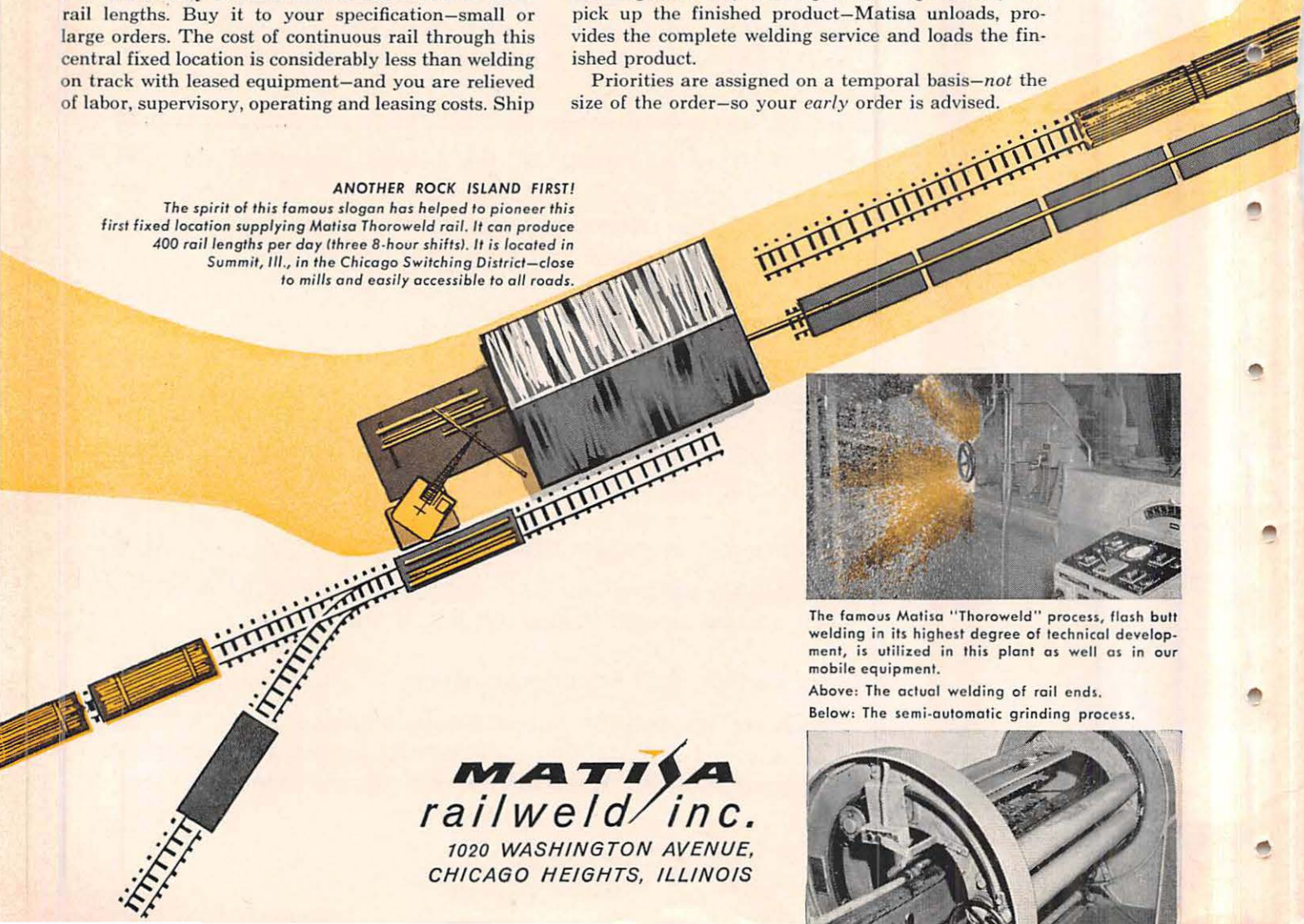

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Above: The actual welding of rail ends.

Below: The semi-automatic grinding process.

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Week at a Glance CONT.

Current Statistics

Operating revenue	
2 mos., 1959	$1,532,496,964
2 mos., 1958	1,472,791,123
Operating expenses	
2 mos., 1959	1,253,755,076
2 mos., 1958	1,250,613,404
Taxes	
2 mos., 1959	153,091,379
2 mos., 1958	133,818,072
Net railway operating income	
2 mos., 1959	75,953,768
2 mos., 1958	40,982,474
Net income estimated	
2 mos., 1959	40,000,000
2 mos., 1958	5,000,000
Average price railroad stocks	
April 21, 1959 ..	113.18
April 22, 1958 ..	73.37
Carloadings revenue freight	
Fifteen wks., 1959	8,640,178
Fifteen wks., 1958	8,014,468
Freight cars on order	
April 1, 1959 ...	35,487
April 1, 1958 ...	38,027
Freight cars delivered	
3 mos., 1959	7,223
3 mos., 1958	18,441

•

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POSTMASTER—SEND FORM 3579 to EMMETT ST., BRISTOL, CONN.

Grain incentive rate proposed p.59

A hearing has been set for May 12 on western railroads' plan for granting refunds to shippers who route a given percentage of their total tonnage by rail.

Trainmen demand 14% boost p.62

BRT's request leaves the BLF&E as the only major operating brotherhood without a wage notice on file.

The Action Page—Cut down on regulation! p.78

The over-elaborate machinery for regulating inter-agency competitive rates is essentially little better than a legitimized anti-railroad racket. If the situation isn't changed soon, a large fraction of the railroad industry is likely to go broke and be nationalized.

Short and Significant

Last year's passenger service deficit . . .

was $610,424,000. That was $113,246,000 or 15.6% less than the 1957 loss of $723,670,000. This preliminary figure comes from the ICC's Bureau of Transport Economics and Statistics.

Reductions in export and import rates . . .

on certain commodities moving between North Atlantic ports and several Lake Erie and Lake Michigan ports have been proposed by eastern railroads. The proposed reductions range from 10% to 25%. Public hearings on the proposal will be held May 14 in New York City. The initial list of export commodities on which reductions are proposed includes lard, tallow and grease, agricultural implements, canned goods, automobiles and trucks. The export commodities involved include automobiles and trucks, chinaware and crockery, ammonium nitrate, and canned meat and fish.

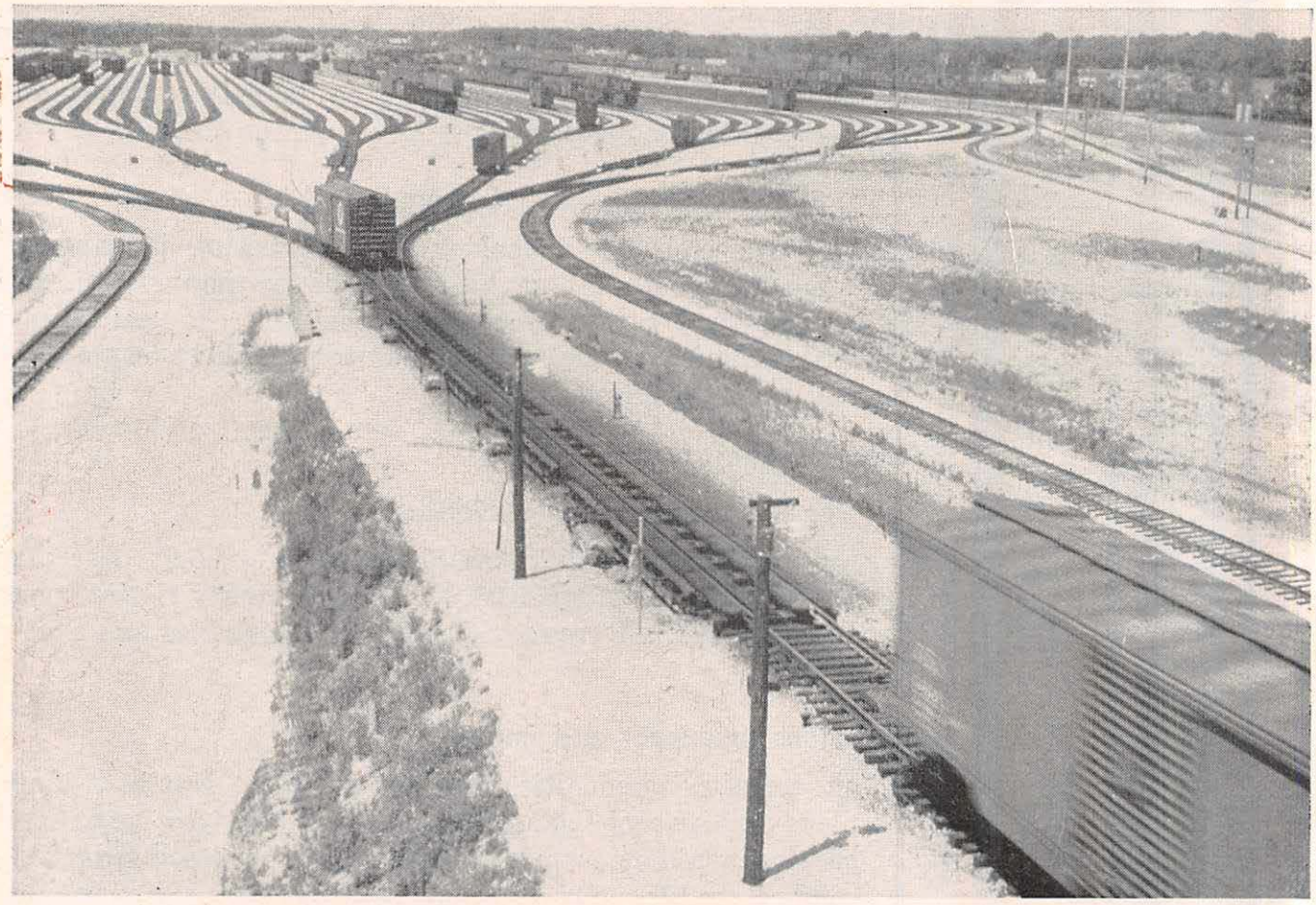
Monon's new president . . .

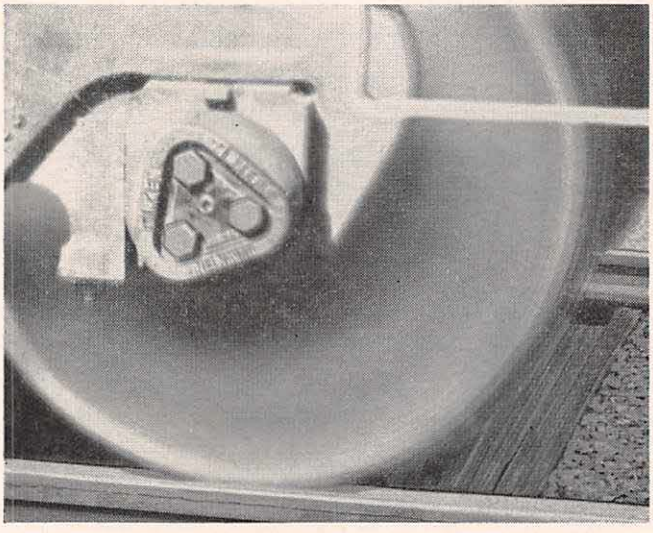
is Carl A. Bick, who came to the road Feb. 1, 1950, as comptroller. He was serving as vice president—operations and chief executive officer at the time of his election to the presidency. Mr. Bick succeeds Warren W. Brown.

Wage dollars are buying . . .

fewer gross ton-miles than they did in the past. The ICC's Bureau of Transport Economics and Statistics has calculated that the gross ton-miles per employee dollar of compensation was 291 in 1958—down 1.7% from 1957's 296. The drop below 1947's 400 was 27.3%. On the employee-hour-paid-for basis, the 1958 figure is 723 gross ton-miles—up 5.4% from 1957's 686 and 50.3% from 1947's 481.

RR's RUSH DELIVERY!





IN YARDS, the railroads are using the latest electronic marvels to speed classification of cars, get 'em rolling to their destinations sooner. Many of these new classification yards can handle over 4000 cars a day. And because retarding of cars is automatic for pressure speed control, there's less chance of damage to shipments.

ON THE ROAD, railroads are scheduling faster and faster runs. To make these faster schedules possible, more and more railroads are putting more and more freight cars on Timken® tapered roller bearings. Timken bearings eliminate the hot box problem—No. 1 cause of freight train delays. They *roll* the load instead of sliding it as ordinary friction bearings do. The Timken Roller Bearing Company, Canton 6, Ohio. Cable: "TIMROSCO". *Makers of Tapered Roller Bearings, Fine Alloy Steels and Removable Rock Bits.*

BETTER-NESS rolls on

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tapered roller bearings

77 railroads and private car owners now have over 30,000 Timken-bearing-equipped cars in service or on order 2/3 of them in general interchange.

'Seaway May Defeat Itself'

Railroads will stay competitive with it through four kinds of rate adjustments, says NYC's Baylis. But "its profound effect on business generally" may, he says, be more detrimental than beneficial.

►**The Story at a Glance: Railroads won't let the St. Lawrence Seaway—unofficially opened April 25—"steal their land transportation markets without a real fight."**

That unequivocal promise—to "stay competitive" with the Seaway through rate adjustments of four different types—comes from A. E. Baylis, New York Central vice president, freight sales and service.

At the same time, Mr. Baylis says, railroads will "do everything they can" to encourage "substantial and prolonged industrial growth along the Seaway." Without such growth, he predicts, the new waterway will:

- **Disrupt more industry than it serves.**
- **Take away from the U.S. national economy more than it contributes.**
- **Hurt business generally more than it hurts railroads.**

The new St. Lawrence Seaway will confront eastern railroads, at least, with "serious traffic losses" and "a period of intensive rate adjustments."

Those adjustments, NYC Vice President A. E. Baylis told the American Industrial Development Council at Montreal last week, will be based on studies carried on since Seaway construction began. They are most likely to fall into four major groups:

(1) **Seasonal rates,** especially on bulk commodities. Low rail rates would apply during the annual navigation period (normally, May to November), with standard rates being automatically restored in winter months. The principle of incentive and volume rates might be tied in with seasonal rates.

(2) **Reduced** all-rail, year-round, long-haul rates between the West-Midwest and North Atlantic ports. These rates, based on commodities, will provide for adjustments on export and import traffic pertaining to those goods most susceptible to Seaway movement. Here, too, the principle of volume and contract rates may be used. The railroads anticipate, however, that Seaway competition on some commodities will be too severe to be met by adjustment in the all-rail rate alone. They are, therefore, attempting to join with trans-oceanic steamship lines to arrive at a joint rail-steamship adjustment, representing a reduction in both the rail and ocean rate factors. Such adjustments will be made with those steamship lines that prefer North Atlantic terminals and do not, for reasons of their own, plan to use the Seaway.

(3) **Contract rates,** under which a shipper or consignee would undertake to move by rail a specified proportion of his total volume as a condition to securing a lower basis of rates. The railroads, Mr. Baylis said, have "great hopes" that, by this pricing system, they can "alleviate if not eliminate" the "inequities which seasonal competition imposes upon them." As the only true common carrier, they are, he explained, in the position of holding themselves out to handle any traffic tendered to them. When they are forced to meet seasonal competition, like that from the Seaway, they must

"More Detrimental Effects . . ."

"I definitely believe the Seaway will have more detrimental effects than it will have beneficial effects. . . .

"The inflationary business trends of the last 15 years are well known. The fear of pricing ourselves out of world markets is no longer a fear. It is a *fact.* We have done it. The snowballing of labor demands and wage inflation proceeds unchecked and apparently has no upper limit. We even see a rapid loss of our home markets because of our inability to compete . . .

- "Barbed wire production in the U.S. and Canada has practically stopped. Foreign competition can deliver this product to us at $20 to $30 per ton cheaper than we can produce it.
- "Foreign cement is being used to build thru-ways right through the cement-producing territories of the East.
- "Foreign automobiles are being accepted on the American market with increasing enthusiasm . . .
- "Foreign subsidiaries of American tractor, farm implement and automobile companies are finding it increasingly attractive to market their products in the U. S. . . .
- "There has been a mass importation of machine tools, mass production machines and milling machines, right in the face of American manufacturers . . .

"It would seem almost inevitable that the Seaway would further encourage this trend of the dumping of foreign goods on the North American market. If that be true, [its] effect on business generally could be much more adverse than it will be on a specific industry such as railroads."

still maintain sufficient equipment and plant capacity to handle traffic when the Seaway is not in operation. This obligation, in turn, imposes on the balance of rail traffic the burden of maintaining railroad plant and equipment on a standby basis through the season of open navigation.

(4) **Local rates,** which are planned for use only where the first three approaches are ineffective, and where "as is inevitable," there is movement via the Seaway in any case. This approach involves development of a pattern of short-haul rates from inland points to the new ports that will grow along the Seaway. These ports will attract some traffic, both export and import. Thus, Mr. Baylis said, "it behooves the railroads to make necessary adjustments to be competitive pricewise against trucks, so they can serve these ports on the short-haul feeder business that develops."

Under this basic outline, the railroads—now that Seaway tolls are known—"are moving ahead on a 1959 pattern of rates to meet the competition where we can do so profitably. We have no intention of making these adjustments our final ones. We'll see how they work, and be governed by the results."

"Such a broad-scale rate adjustment program," Mr. Baylis conceded, "will have far-reaching effects on the railroads. Most importantly, they will be handling a lot of commodities for less than they are today. But a fight for survival is not new to the railroad industry, and we have no intention of letting the Seaway steal our land transportation markets without a real fight. To combat the Seaway may be very costly to the railroads if we merely end up with our present volume of business at greatly reduced rates. Our prime hope is that, through industrial development and the creation of new markets, we can eventually build new tonnage volume to more than offset the financial losses due to reduced freight rates."

This possibility—of industrial development and plant expansion in the Seaway area—was characterized by Mr. Baylis as "the one ray of hope" resulting from its construction. "Railroad people," he promised, "will do

(Continued on page 63)

Watching Washington *with Walter Taft*

• **FIRST ICC REFUSAL** to let a service-abandonment notice become effective will require the New York Central to keep two trains running for another year. The Commission thinks Central should try harder to make the trains profitable—by seeking a fare increase and cutting costs by running with crews of two men instead of three.

THE TRAINS are Budd-car jobs operating between Albany, N.Y., and Pittsfield, Mass. Most of their passengers are commuters traveling between Albany and New York stations east to East Chatham. Because it requires only continuance of this East Chatham-Albany service, the Commission's order would make the trains intrastate.

NEXT TRY at abandonment (if the fare-increase and cost-cutting ideas don't work out) could become a long-drawn-out procedure. Unlike its provisions as to interstate trains, the Transportation Act of 1958 set no time limits on proposals to drop intrastate runs. There is recourse to the ICC only if a state regulatory authority fails to act within 120 days. But the federal agency must hold a hearing, and there is no deadline for issuance of its report.

THE FARE INCREASE suggested by the ICC would have to clear the New York Public Service Commission. The crew-reduction proposal is based on evidence indicating that Central operates other "beeliners" with two-men crews. The record also shows that the single crew which operates both trains gets three hours of overtime pay per round trip, and lays over at Albany more than 9 hours—from 8:05 a.m. until 5:25 p.m. Central could utilize these men to perform a similar service during this period without additional cost, the Commission says.

• **RATE-FREEDOM PROVISIONS** of the 1958 Transportation Act can help motor carriers as well as railroads. They have been invoked by trucker parties to the case (I&S No. M-11248) involving competitive rates on cigarettes and manufactured tobacco shipped from North Carolina origins to destinations in Central Territory.

THE CASE is now before the ICC with Examiner C. W. Bennett's recommendation that the proposed reductions in rail and truck rates both be authorized. The railroads, being the low-cost carriers, are urging the Commission to terminate the rate war by forbidding the truck-rate cuts. The truckers rely on the 1958 act to argue that its ban on "umbrella" rate regulation bars protection of low-cost as well as high-cost carriers.

THE EXAMINER agrees. He says it's "clear" under the new rule that rates of a low-cost agency "are not automatically a floor for the rates of a higher-cost agency."

THE RATE WAR, he advises the Commission, has not yet become destructive. Thus his recommendation for clearance of the proposed reductions which, he finds, would still leave both rail and truck rates on compensatory and reasonable bases.

• **NO WAGE ADJUSTMENT** will come May 1 for railroad employees working under agreements with escalator clauses. As predicted in this space two weeks ago, that has been determined by the cost-of-living index for March. This index, issued last week by the Bureau of Labor Statistics, is 123.7, the same as February's. An advance to 124.1 was required to provide a wage increase; a cut would have come with a drop to 123.5.

Vol. 2, No. 2

Railway Executive News

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Hot Box Incidence Jumps Fivefold During Nation-Wide June, July, August Heat Waves

SERVOSAFE® IS IMMUNIZATION FOR DOG DAYS

The dog days. Heat waves shimmering over miles of roadbed. The dog days. The days when nothing seems to go right. So, naturally, that's when most hot boxes hit.

It is no figment of the heat-tortured imagination. It happens that way. Statistics prove it. More hot boxes occur in hot weather than in cold.

During the midsummer months the incidence of hot boxes jumps to nearly five times the normal winter level. And there is seemingly nothing to be done about it. The hot weather factor operates independently. It is not subject to any sort of prevention. No matter how efficient your maintenance record, the same five-to-one ratio is still going to be the difference between July and December.

Since you can't do much to change this "dog-day" dilemma, you might as well learn how to live with it. There is one way to keep your maintenance supervisor from becoming a victim of summer madness. Simply equip your System with SERVOSAFE Hot Box Detectives.* You'll save his sanity, your pocketbook, and your railroad's reputation.

With a SERVOSAFE System in operation, you'll be prepared to take the sting out of the annual hot box increase. Journals are still going to run hot, but you'll be prepared to spot them and take corrective action before they have a chance to cause serious damage.

That is precisely the job SERVOSAFE Hot Box Detectives are performing for the railroads in the country. ■

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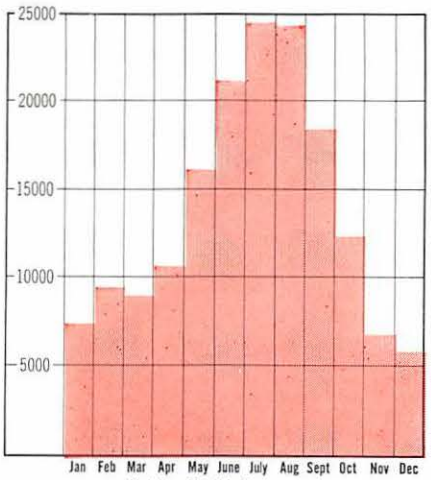
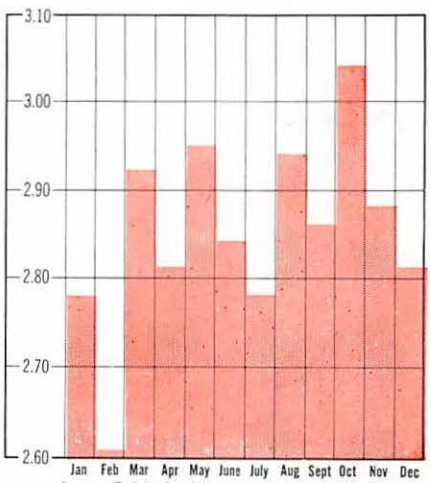


Hot Box Monthly Average



Average Freight Car Mileage Per Month (Billions)

JOURNAL INSPECTION AND MAINTENANCE PROCEDURES CAUSE ECONOMIC SQUEEZE

Freight car mileages and hot box incidence should be closely related to one another. It's simple logic. Reasonable assumption points to that conclusion. There is only one thing wrong with this deduction. It's not so. The twin charts above graphically illustrate the irrationality of such seeming logic. The charts leave no doubt. Hot boxes have very little correlation with total freight car mileage or heavy traffic.

According to the mass of statistics, hot box incidence is closely tied to the rise and fall of the thermometer. The icy cold of winter is relatively free of hot box problems; but when the temperature moves up to reflect summer heat waves, hot boxes become increasingly common.

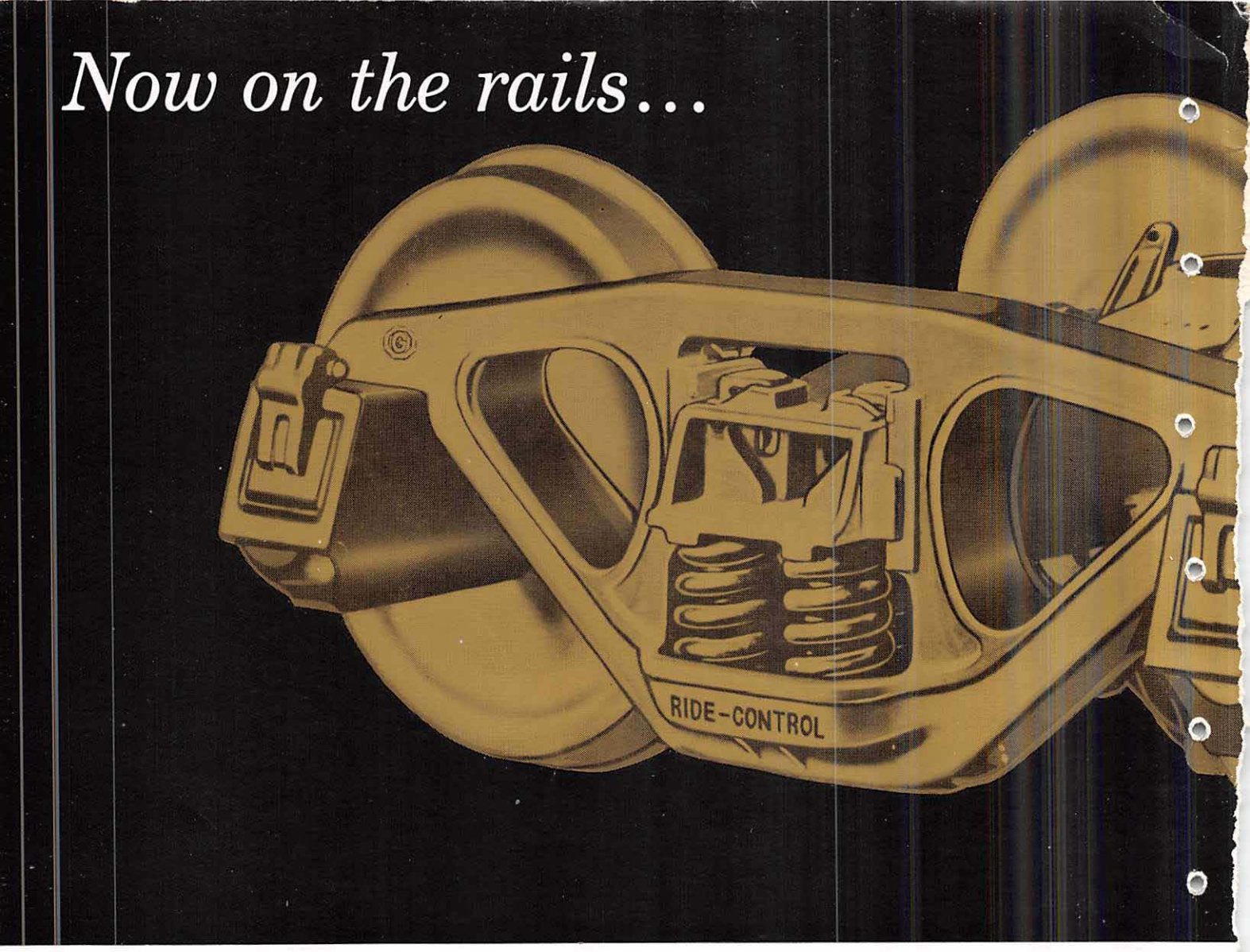
The use of conventional methods of combating this warm weather rise in hot boxes invariably leads to an economic impasse. To inspect thoroughly during the summer would call for cumbersome staffs of maintenance men scattered at virtually hundreds of inspection points throughout a system. This solution might be effective, albeit expensive, during the peak months of the summer; but it leads to an embarrasing waste of manpower in the winter.

The alternative, conventional procedure of spreading regular maintenance staffs thin to fight the hot box battle for the ninety days of peak summer heat is equally inadequate. The uphill battle against the combined forces of time, distance, and numbers is doomed to failure from the start; and the budget takes a beating once again in terms of repairs and out-of-service equipment.

The single practical method of combating the hot box menace lies in the installation of the SERVOSAFE Hot Box Detective. Placement of SERVOSAFE Detectives at key points provides a foolproof method of detecting abnormally hot journals. Through the utilization of this advance warning system, selective, effective servicing is possible.

Experience has proved that a combination of selective servicing and efficient maintenance scheduling can reduce hot box incidence to a hitherto unattainable minimum. The key to this is the installation of SERVOSAFE Detectives at the proper, strategic locations within your System. To this end, Servo Corporation's Applications Group is at your disposal to assist you in planning the most advantageous systems placement. ■

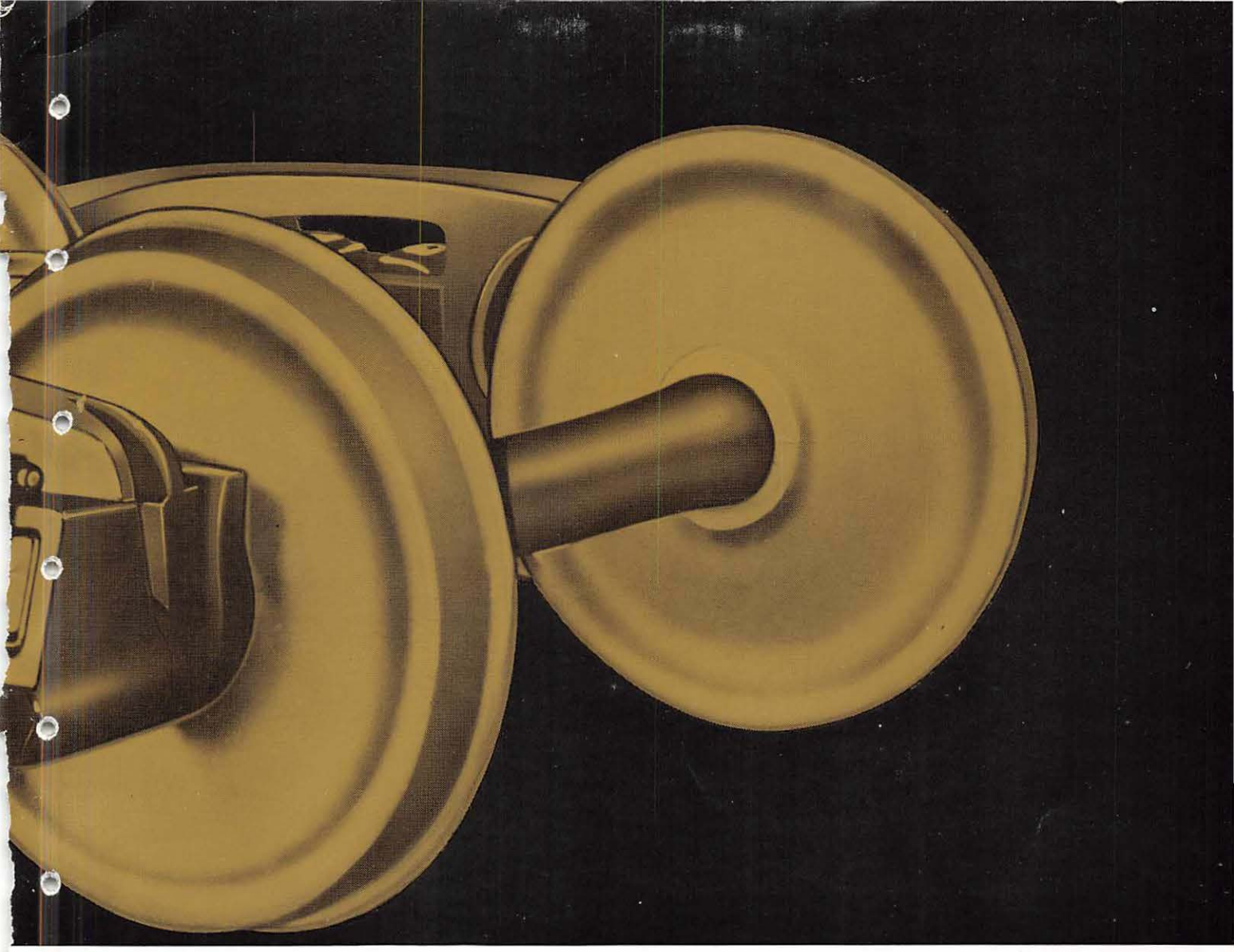
Now on the rails...



the One-Millionth

Here is the truck that has just received its millionth endorsement.

This millionth truck reflects the constant improvements in design and construction of the past 15 years...and it is the forerunner of more improvements which will come from American Steel Foundries in the future.



Ride-Control Truck!

The truck that made modern freight service possible is the

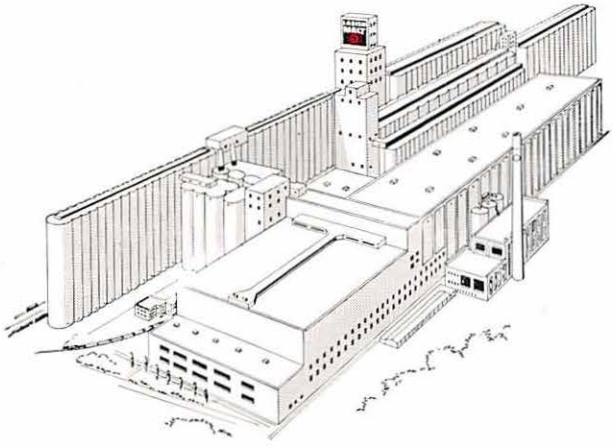
ASF *Ride-Control® Truck*

AMERICAN STEEL FOUNDRIES

Prudential Plaza, Chicago 1, Illinois

Canadian Manufacturer and Licensee: International Equipment Co., Ltd., Montreal 1, Quebec
Other Foreign Sales: American Steel Foundries, International, S. A., Chicago

Why Ladish Malting Co. Requests Malt Cars Relined With ADM Freight Liner 810

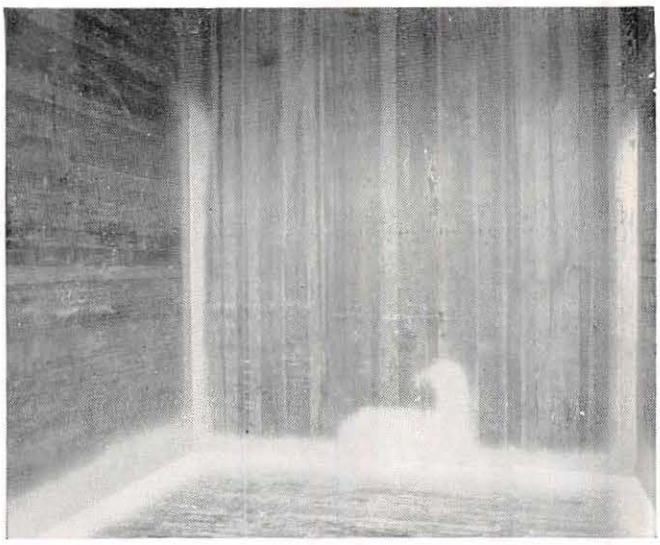


Ladish Malting Co., one of the nation's largest maltsters, ships bulk malt to leading brewers across the country. The malt goes straight from the box cars to the brew kettles. That's why their cars must be of the very highest grade.

After years of experimenting with various methods of relining car interiors, Ladish now requests that railroads furnish boxcars relined with ADM Freight Liner 810. The plastic and fiberglass used in Freight Liner furnishes a tight, sanitary, smooth interior which assures arrival of the malt in perfect condition at the brewery.

The Chicago and Northwestern Railroad, which furnishes the cars Ladish needs each day, uses Freight Liner for sidewall and end patching, and for resurfacing stained floors. A special, inexpensive spray gun is connected to the cleaning track's compressed air line. The areas to be repaired are sprayed with Freight Liner 810 from a one gallon can. Then fiberglass cloth is applied, followed by a final coat of the plastic. Relining is simple, inexpensive, and can be done year around.

Ladish likes the consistently satisfactory results which the ADM Freight Liner System produces, and even keeps a supply of the material at their plant for supplemental repairs and touch up jobs.



Corners are easy to repair with Freight Liner 810. It dries in minutes to provide quick, economical repairs. Any crew can be trained to do the job with brief instruction.

After corners and ends are tightly sealed with plastic and fiberglass contaminated or stained areas on floors can be quickly covered with a single coat of Freight Liner 810 plastic.

The ADM Freight Liner System is manufactured and sold by Archer-Daniels-Midland Co. For further information regarding this proven system of repairing car lining for high class commodities, write, wire, or phone (FEderal 3-2112) ADM Freight Liner System, Archer-Daniels-Midland Co., 732 Investors Building, Minneapolis 2, Minnesota.

Archer-Daniels-Midland

732 INVESTORS BUILDING • MINNEAPOLIS, MINNESOTA

OTHER ADM PRODUCTS: Linseed, Soybean and Marine Oils, Paint Vehicles, Synthetic and Natural Resins, Vinyl Plasticizers, Fatty Acids and Alcohols, Hydrogenated Glycerides, Sperm Oil, Foundry Binders, Industrial Cereals, Vegetable Proteins, Wheat Flour, Dehydrated Alfalfa, Livestock and Poultry Feeds.

April Traffic Poll

What Shippers Think of Railroad Salesmen

Opinions vary all the way from "good" to "bad." Many industrial traffic managers find noticeable improvement, but see room for still further gains through better training.

Proposition

As competition for freight traffic between various modes of transportation increases, many railroads are paying more attention to the training, organization and activities of their traffic sales forces. This month's Poll is the first in a series which is designed, in total, to ascertain what shippers think about railroad salesmen and their work, and to find out how (if at all) they think that work could be improved.

Questions

(1) Are railroad freight salesmen, as a group, adequately acquainted with the product they are selling? Specifically, do they know what their own railroad has to offer you, as a shipper, in the way of:

	Yes	*No*	*Divided*
(a) Facilities ...	60	9	3
(b) Services ...	60	7	3
(c) Schedules ..	53	14	4
(d) Rates	21	46	3
(e) Special services, e.g., car reporting, claim prevention or cost reduction techniques, etc..	31	31	8

(2) Do they know what railroads connecting with their own can offer you in the same respects?

Yes	28
No	31
Divided	6

(3) Are they reasonably well acquainted with what railroads, as a whole, can offer?

Yes	45
No	20
Divided	2

Railroad freight traffic salesmen still have a lot to learn, to be really effective. But, except as to rates, they have a pretty good knowledge of their company and their industry—and they are constantly improving—in the opinion of most shippers who replied to this month's Poll. Their big weaknesses —again excepting rates—lie in their lack of information about special services and about railroads connecting with their own.

Replies, of course, were necessarily colored by each respondent's reaction to the individual salesmen with whom he happens to come into contact. Many answers, in consequence, were highly qualified. But, as a group, opinions about railroad solicitors ran the gamut from "good" to "bad."

At one extreme was the statement by A. G. Anderson, general traffic manager of the Mobil Oil Company, in New York: "Railroad freight salesmen, on the whole, have a thorough knowledge of their business and do a good job." At the other extreme was the "personal opinion" expressed by F. L. Partridge, executive secretary and director of traffic of the Burlington, Iowa, Shippers' Association: "Transportation agency solicitors are an additional expense at the cost of shippers. . . . They run around like a bunch of lost boys, soliciting traffic that would move only at competitive rates." "If," Mr. Partridge adds, "carriers need certain specific solicitation, let some of the FTM's get out and call on a particular shipper."

Both views were widely shared. On the "good" side, for example, C. M. Swanson, traffic manager of American Brake Shoe Co., also at New York, says: "Many [solicitors] have a good grasp of transportation as a whole. Most of them are disposed to help by following a matter to its conclusion. As a group, they are alert." "As a whole," agrees P. D. Barziza, traffic manager of Houston's Peden Iron & Steel Co., "railroad salesmen are quite well informed; are intelligent, solid, substantial and a credit to the carriers they represent. If they do not know a specific answer they will find it out."

Similarly, K. C. Batchelder, traffic manager of the West Coast Lumbermen's Association, at Portland, Ore., reports: "Either these men know, or if they don't they are anxious, ready and willing, and do, get an answer to any questions put to them." In the same vein, F. G. Chapman, traffic manager of Harbor Plywood Corp., Aberdeen, Wash., finds that, "while solicitors depend on home office for information, they are glad to help shippers in any way." Without them, he adds, "shipping would soon be routed in set ways and many lines would never be used."

Other men who give railroad salesmen an "A" on knowledge of company and industry are A. H. Wilson, manager of the Great Falls, Mont., Shipping Association, and C. C. Miller, traffic manager of the U. S. Steel Corp.'s Steel Homes division at New Albany, Ind. They say, however, that their major contacts are with "railroad brass," who are "well informed and cooperative," or with men of the rank of general or division freight agent, who "can discuss intelligently all phases of rail transportation problems."

On the "bad" side, the most scathing comment came from a close neighbor of Mr. Partridge's, who asked, however, not to be quoted by name. "With no personal criticism," this man wrote, "the young men sent out by the railroads as their freight and service representatives appear as a whole to be woefully unprepared. . . . It's really not fair to them to send them out in that condition. . . . All they can do is ask for freight business. They can discuss baseball, politics, music, women—but very seldom schedules, services, etc. Practically none of them can talk about rates or classification." "This," the same man continues, "is not their fault. The jobs have to be filled, and many

(Continued on page 22)

NEW IMPROVED ELECTRO-MOTIVE

Increased Capacity

Short time ratings are greatly improved to the extent that insulation destruction is virtually impossible in Electro-Motive's new improved D-47 traction motor. Major improvements in insulation, stator coils, ventilation and power cables provide extra capacity without an increase in motor size.

Reduced Maintenance

A new stator baffling arrangement assures complete cooling of both armature and stator to extend service life and reduce maintenance. Stator coils are precision-fitted to frames, thus eliminating coil shifting and resultant wear on insulation. In addition, the new trapezoidal trunnion pinion end bearing has a far longer life than any previous type of pinion end bearing.

Longer Service Life

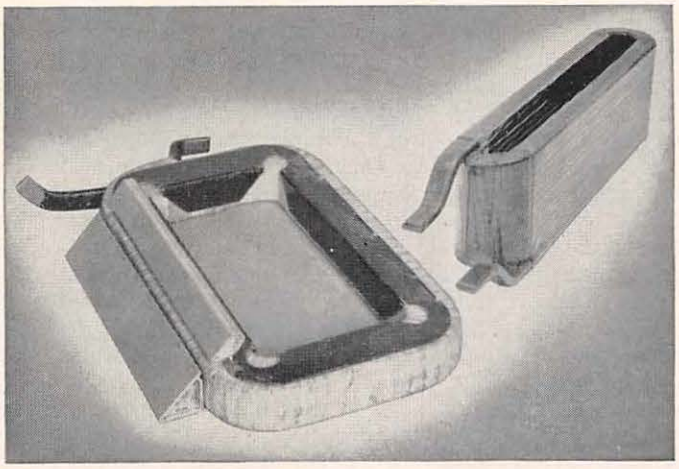
Among the significant improvements in the D-47 motor is the application of an epoxy resin coating over the commutator end wire bands to insulate against flashover damage. More than 3000 motors are now in service with this insulation—not one has reported flashover damage to band wires.

* * *

Older model (D-7, D-17, D-27 and D-37) traction motors can be turned in on the purchase of modern D-47 motors.

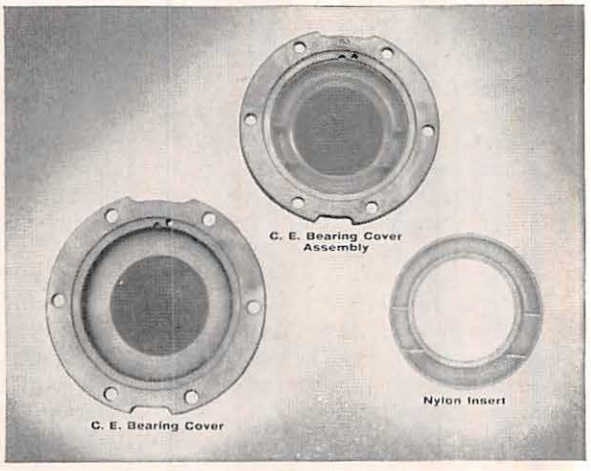
ELECTRO-MOTIVE DIVISION
GENERAL MOTORS • La Grange, Illinois
HOME OF THE DIESEL LOCOMOTIVE
In Canada: General Motors Diesel Limited, London, Ontario

GENERAL MOTORS LOCOMOTIVES



MAIN AND INTERPOLE COILS

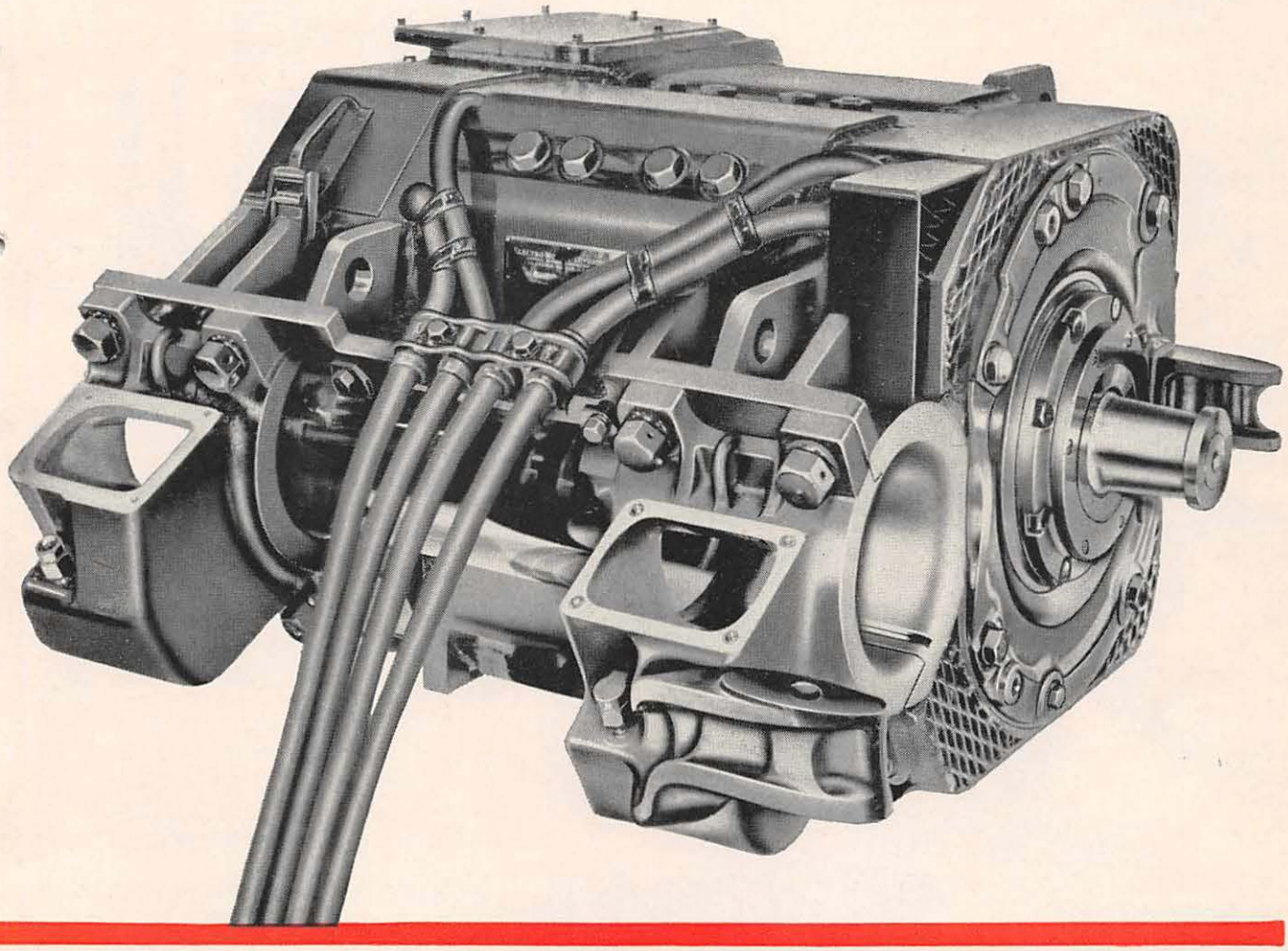
Increased copper to increase load capacity. Silicone insulation for cooler operation. Full-length aluminum baffles for greater strength.

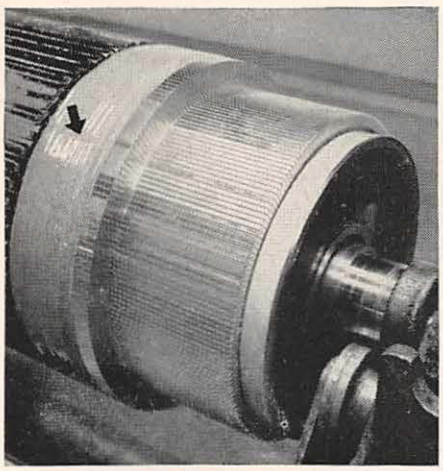


NYLON INSERT FOR C.E. BEARING

Sectionalized nylon insert for commutator end bearing prevents breakdown of lubricating grease. Longer-lasting grease lowers maintenance.

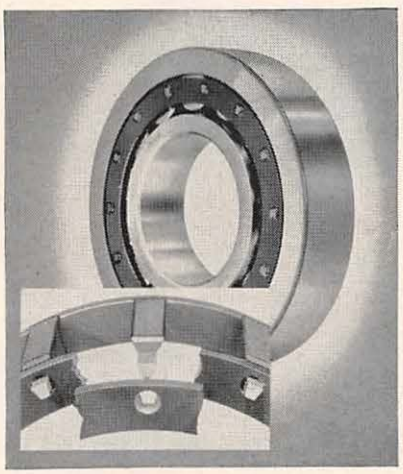
D-47 TRACTION MOTOR





COMMUTATOR END WIRE BANDS

Coated with glass and epoxy resin to eliminate flashover damage. Epoxy coating has excellent insulating qualities and high adhesion strength to withstand stress and vibration.



PINION END ARMATURE BEARING

Trapezoidal shape of trunnion portion of bearing cage imparts far greater strength.

HI-LIFT WICK LUBRICATOR

Felt is laminated with protein material to produce high capillary action. Hi-lift wick provides complete lubrication with first turn of axle under heavy load conditions.

Again and again, routine checkup of UNI-PAK lubricators under extreme temperature conditions—cold or hot—has revealed remarkable stability, high oil retention and "bounce-back" resiliency—assuring constant flow of oil to journal surface.

It's been a tough winter...

but that didn't stop UNI-PAK®

In the 1958-1959 season, Old Man Winter

proved UNI-PAK's superiority

- In High Lubricator Oil Retention
- Cold-Weather Resiliency
- Dependable Oil Delivery

UNI-PAK CORPORATION

4711 BAUM BOULEVARD, PITTSBURGH 13, PA.

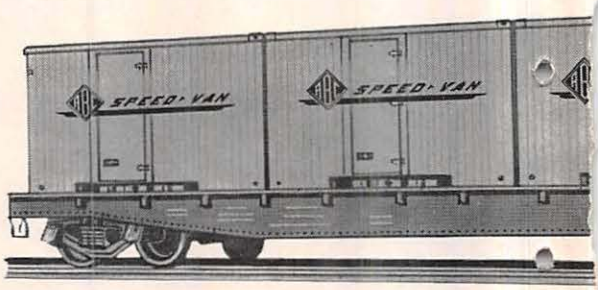
Offices at 366 Madison Ave., N. Y., and 200 So. Michigan Ave., Chicago

Foam-type neoprene cores and oil-thirsty wicking yarns, plus simple, compact, rugged construction—that's what gives Uni-Pak lubricators their outstanding ability to hold and deliver large volumes of oil to journal surfaces. And the recent "tough winter" season proved UNI-PAK's superior stability, "bounce-back" resiliency, high oil retention, and dependable wicking action.

● *More than 1,000,000 UNI-PAK journal lubricators are serving the nation's leading railroads with outstanding performance.*

REDUCE SHIPPING AND SPEED VAN

YOU LEASE 4–17 FT. CONTAINERS LIKE THIS COMPLETE WITH FLATCAR AND GET ADVANTAGE OF LOW PER CAR RATES



SAVINGS: Transportation Economy—you take advantage of low Plan IV carload rates based on the shipper supplying all the equipment. (SPEED VAN equipment is yours for the full trip).

FLEXIBILITY: Shipments can originate at several origin plants in one terminal area. Deliveries can be made to several plants at destination without rehandling in another terminal area.

FASTER: SPEED VAN provides the fastest possible service by eliminating rehandling of freight.

REDUCES SHORTAGES AND DAMAGES: By direct door-to-door operation (eliminating rehandling), you reduce damages and shortages.

TERMINAL OFFICES:

BALTIMORE, MD.
819 S. Eutaw St.
MUlberry 5-5665

CHICAGO 7, ILL.
1514 S. Canal St.
CAnal 6-3260

CINCINNATI 25
2815 Spring Grove Ave.
MUlberry 1-6111

COLUMBUS, O.
319 N. 4th St.
CApital 4-9129

DAYTON, OHIO
32 N. Webster
BAldwin 4-0537

NEW JERSEY
405 Division St.
Elizabeth
ELizabeth 4-0770

INDIANAPOLIS
220 Virginia Ave.
MElrose 6-2556

PHILADELPHIA
Delaware Ave.
& Jackson
HOward 7-9700

LOUISVILLE, KY.
1401 W. Main St.
JUniper 2-1671

EAST ST. LOUIS, ILL.
Missouri & Front Sts.
BRidge 1-0550

NEW YORK, N.Y.
201 Eleventh Ave.
WAtkins 4-2220

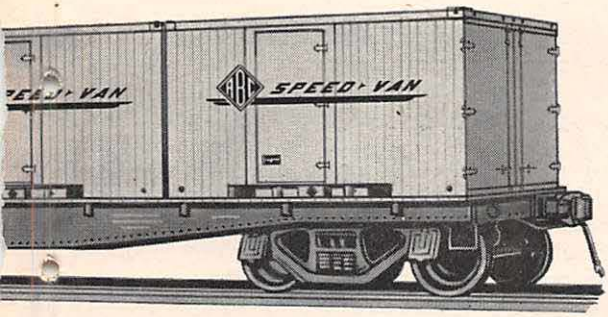
WASHINGTON, D.C.
N. Y. & Fla. Aves.
DEcatur 2-4326

COSTS VIA *New* FLATCAR LEASE PLAN

YOU CAN HANDLE EACH VAN SEPARATELY

YOU LOAD OR UNLOAD FROM EITHER TRUCK OR RAIL SIDE OF YOUR PLANT

You can either place SPEED VANS on chassis at the truck side of your plant, then transfer the vans to flat cars—Or, you can place a flat car with 4 SPEED VAN bodies at the rail side of your platform. Van can be side-door or back-door loaded.



YOU CAN HANDLE 4 VANS AS ONE UNIT

ABC SPEED VAN SERVICE AVAILABLE BETWEEN	• CHICAGO, ILL. • CINCINNATI, O. • COLUMBUS, O. • DAYTON, O. • INDIANAPOLIS, IND. • LOUISVILLE, KY. • ST. LOUIS, MO.	**AND**	• BALTIMORE, MD. • NEW JERSEY • NEW YORK, N. Y. • PHILADELPHIA, PA. • WASHINGTON, D. C.

Our representative will be glad to explain ways in which SPEED VAN can be applied to your transportation needs. Phone or write now to ABC Speed Van Service, 201 11th Ave., New York 1, N.Y., WAtkins 4-2220—or any terminal office.

ABC SPEED VAN SERVICE

A Division of

ABC FREIGHT FORWARDING CORPORATION

201 Eleventh Ave., New York 1, N. Y. • Phone: WAtkins 4-2220

WHAT SHIPPERS THINK

(*Continued from page 15*)

times there is not time to prepare a man."

M. A. York, traffic manager of E. W. Bliss Co., Salem, Ohio, thinks lack of adequate knowledge is generally true—with exceptions—"from top to bottom" among railroad men. And J. J. De Laney, of Elmira, N. Y., traffic manager of American LaFrance, says "it is rare to have one of these boys who knows about comparative rates, or the very fluid railroad conditions which exist today. If he does have slight knowledge, he is unable to talk with any authority." Cause of this situation, Mr. DeLaney believes, is the fact that "representatives are not kept familiar with the progress of their own railroad or railroads, and are not as informed as they should be, due to the highly departmental situation which exists at present."

Many replies, understandably, were pretty well split between the two extremes. C. D. Duffy, general traffic manager of Westinghouse Electric Corp., Pittsburgh, believes, for example, that "30% of the railroad freight salesmen that normally call on us are very well informed; 40% are rather poorly informed; and the remaining 30% definitely uninformed." W. C. Newman, who holds the same position with Archer-Daniels-Midland at Minneapolis, thinks about half the salesmen calling on his company have adequate information on special services and services of railroads connecting with their own; the other half don't.

W. C. Pine, traffic manager, DeLaval Separator Co., Poughkeepsie, N. Y., says "knowledge varies with the representatives." E. M. Burk, traffic manager of Wyatt Metal & Boiler Works, Houston, also finds "wide divergence in the general knowledge of solicitors" when it comes to special services. Like so many other shippers, Mr. Burk tabs such services, and rates, as matters about which solicitors are least well informed—but he remarks that, "as a group, they do a very good job and are helpful in many ways." Similarly, J. C. Sommers, transportation department manager of the Stockton, Cal., Chamber of Commerce, also finds salesmen "as a rule, very helpful." Most of them, he says, are not equipped to quote rates, "but will get them."

This lack of precise rate information was viewed charitably by some respondents. For example, W. H. Kreckman, traffic manager of the American Envelope Co., West Carrollton, Ohio, doesn't think "you can expect salesmen to know too much about current rates." And C. H. Vescelius, general traffic manager, American Car & Foundry division of ACF Industries, New York, says reluctance to discuss rates "is entirely understandable, since a person away from freight rates, even for a short time, is in no position to speak except in broad generalities." This, he adds, "is no reflection on the salesmen, but is simply indicative of the very complex freight rate system with which we are presently burdened."

Like many of his colleagues, Mr. Vescelius finds evidence of marked improvement in railroad selling. "Individual salesmen," he says, "vary, but "they have improved greatly over their counterparts who called on us 10 years ago."

This latter statement is widely echoed. "They are improving," P. J. Bond, general traffic manager of the Pure Oil Co., Chicago, says of railroad salesmen. "I have observed a noticeable improvement," V. M. Stechishin, manager, Manitoba Transportation Commission, Winnipeg, concurs. So does W. E. Maley, general traffic manager, U.S. Borax & Chemical Corp., Los Angeles—though, he adds, "there are still too many who merely call to shake hands, say hello and pass the time of day."

A. C. Shaw, traffic manager, Curtis Cos., Clinton, Iowa, agrees that "too many are not qualified," but notes "a general trend toward better training of railroad salesmen." From Birdsboro, Pa., J. L. Miller, general traffic manager of the Birdsboro Steel Foundry & Machine Co., observes that "railroads are now recognizing the importance of the requirements [as listed in the question] when hiring new representatives for their sales force." J. G. Ihnet, traffic commissioner of the Green Bay, Wis., Association of Commerce, thinks "rail sales people are providing a much more rounded out selling approach than in the past."

Moreover, Mr. Ihnet adds, "rail sales people are much more learned than their competition."

There is, however, plenty of room for still further improvement in railroad selling, in the opinion of many Poll respondents.

"Railroads, in general, need to carry on educational work in all the phases" covered by the question, according to A. J. Larson, general traffic manager, Masonite Corp., Chicago. John Mitchell, traffic manager for DuPont of Canada at Montreal, finds freight solicitors "very willing" to get supplementary information, but "only moderately informed." They should, he thinks, "be infinitely better informed so they can promote to the shipping public every conceivable aspect of their operation which they think is in the shipper's or receiver's and/or carrier's interest."

J. D. Dawson, general traffic manager of the Norton Co., Worcester, Mass., would like to see them given "rate and operating experience" before being sent out " to call on the trade," while O. A. DeCroce, GTM for Armstrong Cork Co. at Lancaster, Pa., says railroad freight salesmen "need the support of their operating people more than anything else." Wider advertising of services railroads can offer shippers would help to provide this support, in the opinion of K. A. Anderson, traffic manager, Flour City Ornamental Iron Co,. Minneapolis.

Miles Tamisica, transportation department manager of the St. Paul Chamber of Commerce, calls for more schooling on "rates and routes," and L. T. Smith, traffic manager of Kraft Foods at Montreal, emphasizes the need for "thorough knowledge of rates." "Who could conceive," Mr. Smith asks, "of a salesman for any industrial firm not knowing what he can sell his product for?"

Many rail salesmen, according to several Poll respondents, are not adequately acquainted with their customers —or their competition. Mr. Smith expresses the first idea when he says: "Salesmen should have a better knowledge of the industries they serve—their whole line of products, customer outlets, branch locations, etc. They should have the time to study a customer's particular problem of distribution to see how their line can possibly offer a solution and thereby get itself some business."

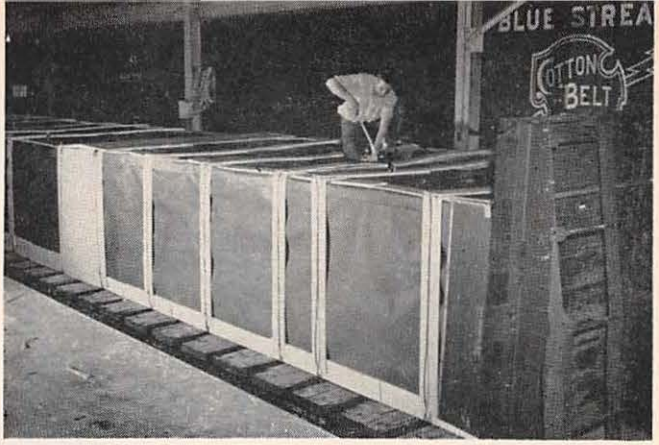
Mr. Vescelius puts the same thought into his statement: "If there is any way in which rail salesmen's work can be improved, it is in the area encompassing acquisition of knowledge as to their customers' products, both inbound and outbound; their plant locations, and how the railroads fit into this overall picture. A salesman should have knowledge of how his customers'

(*Continued on page 53*)

'Shot in the Arm'

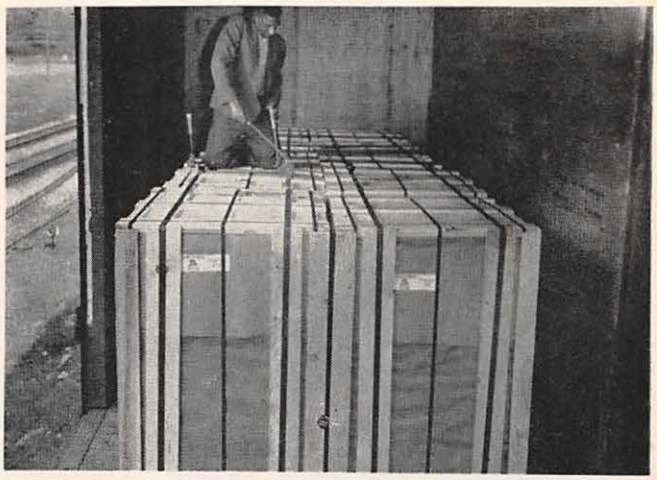
"Railroads may (and do) need new equipment, methods and operating procedure. But their biggest shot in the arm could come from dropping the defeatist attitude and getting rid of that contradictory superiority complex; studying present-day transportation needs; and 'busting a gut' to perform the required job. It can be done, and rails can do it best, but if they don't it will be done by others."—*M. A. York*

PAPER (in rolls): Halifax Paper Co., Roanoke Rapids, N. C., uses strap for rolled Kraft paper loaded in truncated pyramids of 15 rolls each in each end of a box car. Strap is first placed lengthwise on car floor; stapled temporarily to ends; then brought over top and sealed and tensioned on load face. Wood chocks keep paper rolls away from car ends; hold bottom layer in place during loading.



GYPSUM BOARD: U. S. Gypsum Co., Fort Dodge, Iowa, uses strap for flat car loads of gypsum board and related products. Car is fork-lift loaded with unitized stacks. The unitized stacks are covered with waterproof protective paper and are secured in shipping position with steel strapping anchored to permanent fixtures on each side of the car's floor.

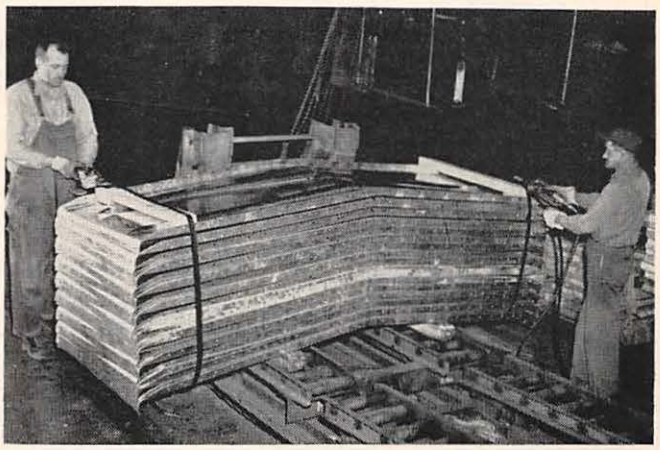
PIPE: Pacific States Cast Iron Pipe Co., Provo, Utah, uses strap to load gondola cars with two shock-proof units. Four lengths of strap are draped across bottom of empty car; tensioned over top of load; cut for easy crane unloading. Wood separators give further protection at bottom, sides and ends of car; between pipe layers; between load units.



PAPER (on skids): Hawthorne Paper Co., Kalamazoo, Mich., uses strap for shipping skid loads of bond and ledger paper. Longitudinal rows of five skids each are held together by four pieces of 1 1/4-in. strap. One end of each piece is securely anchored to car floor about midway of the row of skids; other ends of two corresponding pieces are sealed together on top of the row.

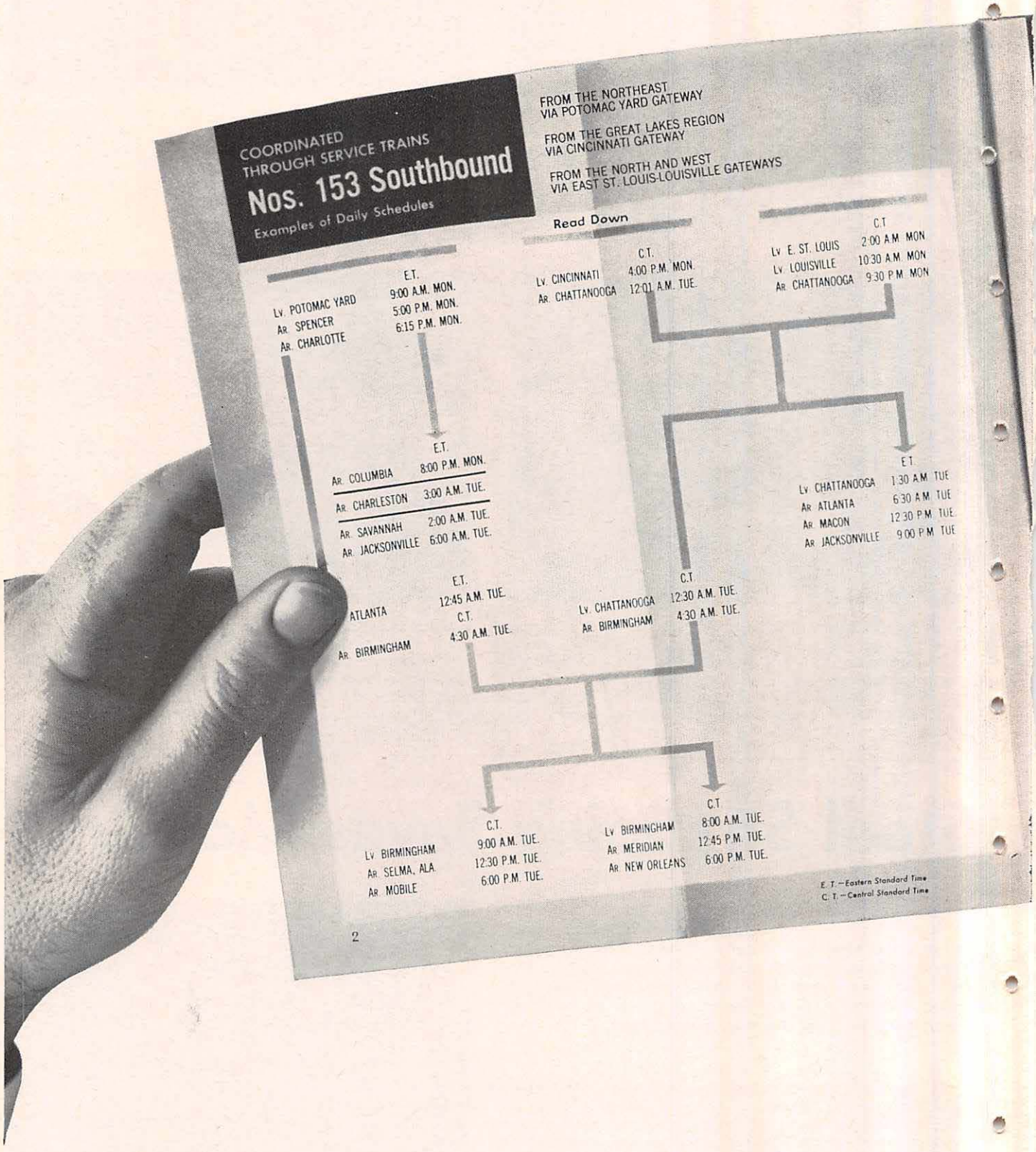
Steel Strapping Saves Money

Pipe, paper, plasterboard, are just a few of the many products which can be shipped more safely—and loaded and unloaded more economically—thanks to steel strapping. The versatile material has many applications. The five pictured here are chosen from the Acme Steel Company's series of "Ideas in Action" bulletins. Others are available from almost any steel strapping manufacturer.

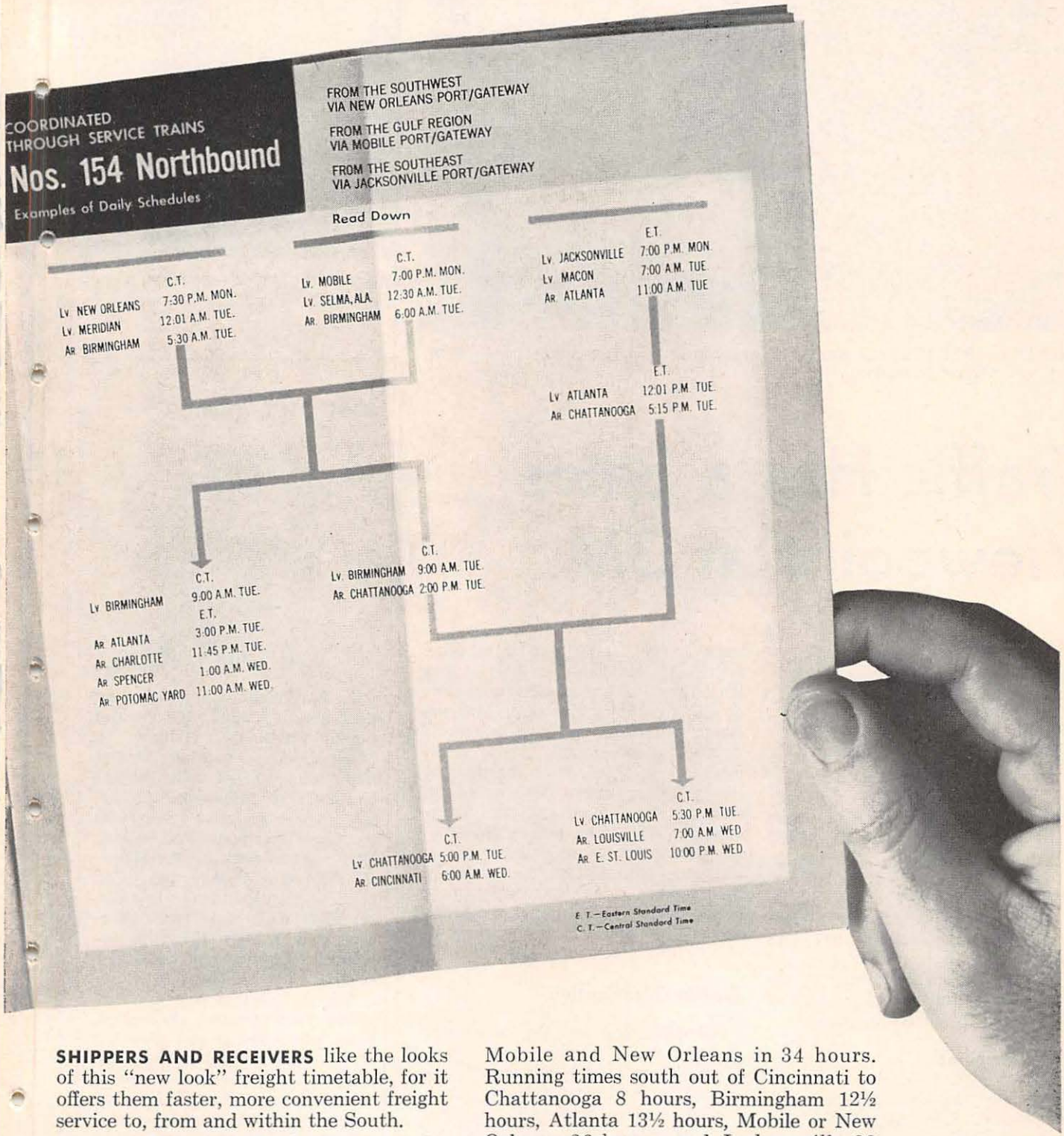


CAR TOP SECTIONS: Standard Railway Equipment Manufacturing Co., Hammond, Ind., uses strap to make up unitized loads of 30 to 35 freight car roof sections for gondola car shipment. Unusual features are simultaneous application of strap tension in opposite directions to insure even compression; use of roller conveyor sections as a lifting frame to deliver completed package to outgoing freight car.

A "NEW LOOK" IN FREIGHT TIMETABLES


COORDINATED
THROUGH SERVICE TRAINS
Nos. 153 Southbound
Examples of Daily Schedules
FROM THE NORTHEAST
VIA POTOMAC YARD GATEWAY
FROM THE GREAT LAKES REGION
VIA CINCINNATI GATEWAY
FROM THE NORTH AND WEST
VIA EAST ST. LOUIS-LOUISVILLE GATEWAYS
Read Down
Lv. POTOMAC YARD E.T. 9:00 A.M. MON.
Ar. SPENCER 5:00 P.M. MON.
Ar. CHARLOTTE 6:15 P.M. MON.
Lv. CINCINNATI C.T. 4:00 P.M. MON.
Ar. CHATTANOOGA 12:01 A.M. TUE.
Lv. E. ST. LOUIS C.T. 2:00 A.M. MON
Lv. LOUISVILLE 10:30 A.M. MON
Ar. CHATTANOOGA 9:30 P.M. MON
Ar. COLUMBIA E.T. 8:00 P.M. MON.
Ar. CHARLESTON 3:00 A.M. TUE.
Ar. SAVANNAH 2:00 A.M. TUE.
Ar. JACKSONVILLE 6:00 A.M. TUE.
Lv. CHATTANOOGA E.T. 1:30 A.M. TUE
Ar. ATLANTA 6:30 A.M. TUE
Ar. MACON 12:30 P.M. TUE.
Ar. JACKSONVILLE 9:00 P.M. TUE
ATLANTA E.T. 12:45 A.M. TUE.
Ar. BIRMINGHAM C.T. 4:30 A.M. TUE.
Lv. CHATTANOOGA C.T. 12:30 A.M. TUE.
Ar. BIRMINGHAM 4:30 A.M. TUE.
Lv. BIRMINGHAM C.T. 9:00 A.M. TUE.
Ar. SELMA, ALA. 12:30 P.M. TUE.
Ar. MOBILE 6:00 P.M. TUE.
Lv. BIRMINGHAM C.T. 8:00 A.M. TUE.
Ar. MERIDIAN 12:45 P.M. TUE.
Ar. NEW ORLEANS 6:00 P.M. TUE.
E. T.—Eastern Standard Time
C. T.—Central Standard Time
2

FOR A NEW KIND OF FREIGHT SERVICE



SHIPPERS AND RECEIVERS like the looks of this "new look" freight timetable, for it offers them faster, more convenient freight service to, from and within the South.

From Potomac Yard, for example, Southern's fastest freight trains make it to Columbia, S. C., in 11 hours, to Atlanta in less than 16 hours, to Birmingham in 20½ hours, to Jacksonville in 21 hours, and to Mobile and New Orleans in 34 hours. Running times south out of Cincinnati to Chattanooga 8 hours, Birmingham 12½ hours, Atlanta 13½ hours, Mobile or New Orleans 26 hours, and Jacksonville 28 hours.

It pays to use this *modern* rail service that serves the *modern* South. Ship via Southern and see!

SOUTHERN RAILWAY SYSTEM

THE SOUTHERN SR SERVES THE SOUTH

COMPANY OPERATES 25 plants, 17 warehouses. Headquarters, and a major plant (above), are in St. Paul.

3M's GENERAL TRAFFIC department, at St. Paul, has 36 employees.

Traffic Has a Sales Viewpoint at 3M

By F. L. O'Neill
General Traffic Manager,
Minnesota Mining & Manufacturing Co.,
St. Paul, Minn.

Minnesota Mining & Manufacturing Company's diversified list of basic products—well over 50 of them—are produced in 25 manufacturing plants in 14 states. They are distributed through branch warehouses located in 17 cities throughout the United States. Foreign operations are carried on in 12 manufacturing subsidiaries in eight foreign countries. Sales for 1957 were $370 million. The company ships and receives an equivalent of about 95,000 carloads a year, and spends around $13 million annually on transportation.

Sales Viewpoint

Growth of 3M—its sales have more than doubled since 1951—has been due primarily to its basic philosophy of serving its customers' needs and desires by developing new products through research, and then marketing those products through an aggressive sales organization. Out of this philosophy has grown the company's policy of thinking first of the customer.

Traffic policies have followed this basic company idea.

The importance of the sales viewpoint in 3M traffic and distribution activities is evidenced by the fact that the general traffic manager is a member of the company's Executive Management Conference, and that he reports directly to the executive vice president in charge of sales. Most functions of the traffic department, such as assignment of classification and rates, expediting, tracing, claim prevention, selection of carriers, consolidating, pooling, etc., are performed for the benefit of the customer, as well as for the benefit of the company. Personnel and facilities of the traffic department are available to the customer at all times.

Traffic Organization

Administration of the company's traffic activities centers at St. Paul, Minn. There are 36 employees in the general traffic office there, which is headed by the general traffic manager. His immediate staff consists of an assistant general traffic manager, a traffic manager, an eastern traffic manager, and an assistant traffic manager. The work of the general traffic office is divided into separate functions: classification, claims, rates, passenger transportation and household moving, tracing and expediting, and statistical and research.

(*Continued on page 29*)

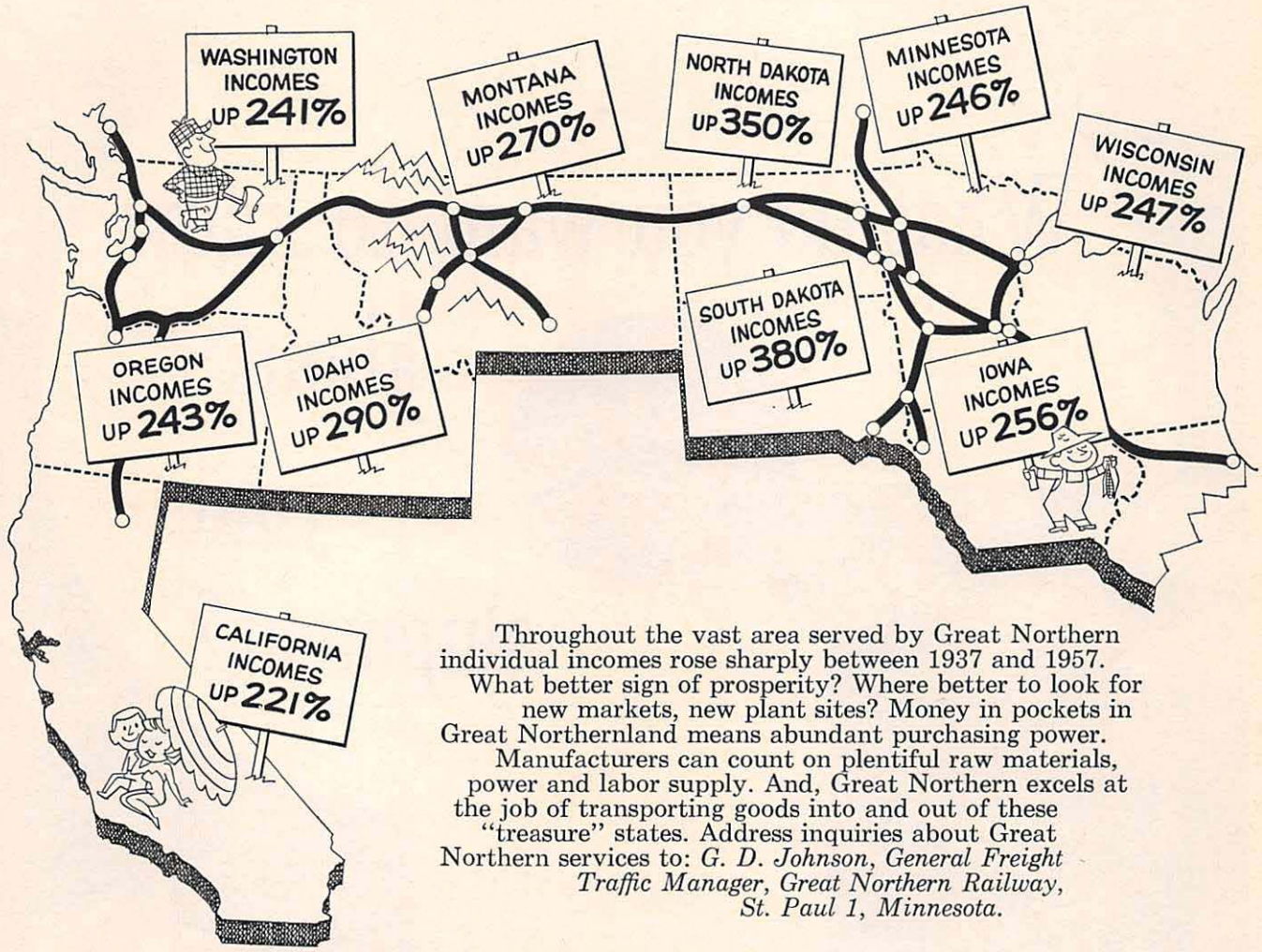
ABOUT THE AUTHOR

F. L. O'Neill was born in St. Paul, June 26, 1906. He attended Central High School and St. Thomas College, and later studied traffic and transportation at the University of Minnesota. He began his transportation career with the Great Northern, and in June 1933 went to work for the Minnesota Mining & Manufacturing Co., in its traffic department. In October 1941 he became traffic manager, and in July 1949 was appointed to his present position—general traffic manager.

Mr. O'Neill is a past president of the Transportation Club of St. Paul; past regional vice president of the National Industrial Traffic League, and presently regional vice chairman of its Motor Carrier Rate and Classification Committee; a past president of the Associated Traffic Clubs of America, and presently chairman of the ATC board. He is general chairman of the Northwest Shippers Advisory Board, and a member of the Transportation and Communications Committee of the U.S. Chamber of Commerce.

DOLLAR IGN

in the nation's "treasure" states


WASHINGTON INCOMES UP 241%
MONTANA INCOMES UP 270%
NORTH DAKOTA INCOMES UP 350%
MINNESOTA INCOMES UP 246%
WISCONSIN INCOMES UP 247%
SOUTH DAKOTA INCOMES UP 380%
OREGON INCOMES UP 243%
IDAHO INCOMES UP 290%
IOWA INCOMES UP 256%
CALIFORNIA INCOMES UP 221%

Throughout the vast area served by Great Northern individual incomes rose sharply between 1937 and 1957. What better sign of prosperity? Where better to look for new markets, new plant sites? Money in pockets in Great Northernland means abundant purchasing power.

Manufacturers can count on plentiful raw materials, power and labor supply. And, Great Northern excels at the job of transporting goods into and out of these "treasure" states. Address inquiries about Great Northern services to: *G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.*

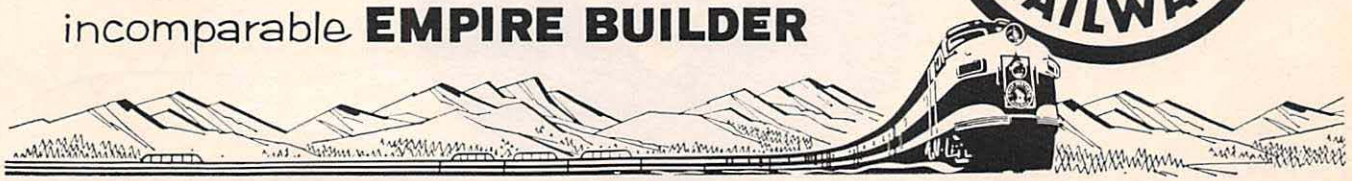
A TREASURY OF FACTS ABOUT 10 BOOMING STATES

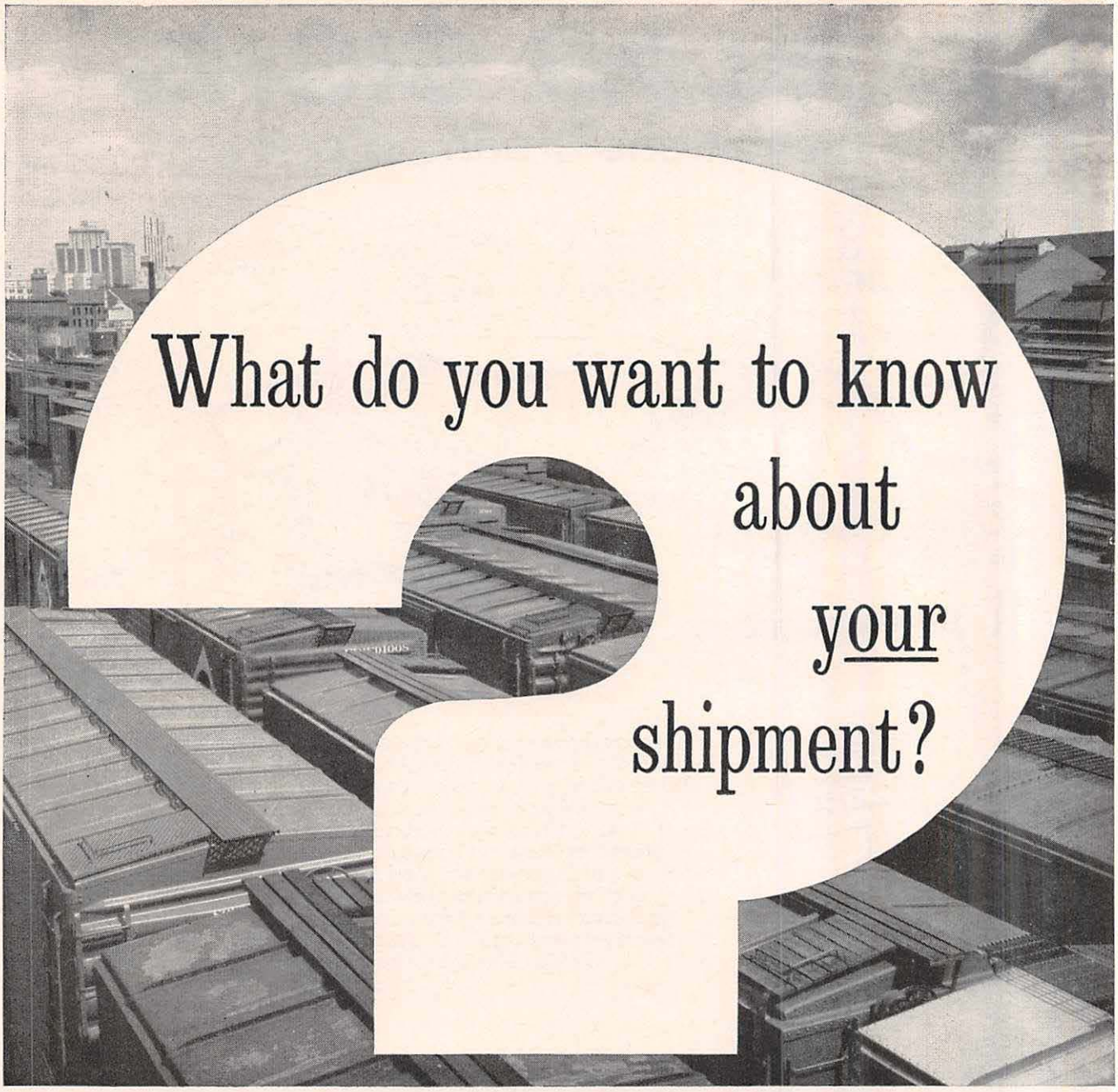
If this region's rocketing growth and purchasing power intrigues you as a marketer... if its vast mineral, power, farm and forest resources stimulate your thinking on production, let Great Northern provide the facts you need to help evaluate opportunities here. We'll gladly share the useful information we have on this area. Write *E. N. Duncan, Industrial and Agricultural Development Department, Great Northern Railway, St. Paul 1, Minnesota.*

OFFICES IN PRINCIPAL CITIES OF U.S. AND CANADA

GREAT NORTHERN RAILWAY

Go GREAT NORTHERN on the incomparable **EMPIRE BUILDER**



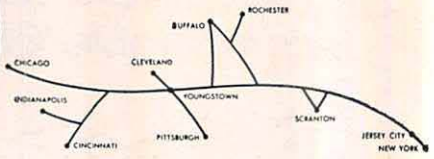


WHERE IT IS? WHEN IT WILL GET THERE? Your Erie traffic representative can answer your questions in a hurry. If the information you need isn't *already* at his fingertips, he'll *get* it — fast — through Erie's "Quick Action" car locater service. It's another important example of Erie's complete **customer service** — developed to anticipate customers' needs, provided to further assure the dependable rail service you want. These two words, **customer service,** represent our way of running a railroad — of matching operations of every department to your shipping needs. For a "demonstration" call your nearest Erie man the next time you ship to or from the important industrial area served by the dependable Erie.

ERIE

. . . symbol of dependable **customer service!**

Erie Railroad



Dependable Service For The Heart Of Industrial America

TRAFFIC HAS A SALES VIEWPOINT (*Continued from page 26*)

Separate traffic offices under assistant traffic managers are maintained at nine plants outside of St. Paul, with an export traffic manager at New York. All these traffic personnel are functionally responsible to the general traffic office in St. Paul, which coordinates activities of the outside traffic offices, and furnishes technical advice to them as needed. Routine traffic matters that arise at the plant level are handled by plant traffic personnel; or, for plants not having traffic personnel, at St. Paul.

All freight bills are audited at the general office, and, in addition, all classification and claim matters are centralized in St. Paul. The general traffic office also has direct control over rate matters before rate committees, state commissions and the Interstate Commerce Commission, and it sets the company's policy in matters of regulation and transportation legislation.

Functions

The traffic department is consulted at the planning stage in the selection of a new plant location, so it can effectively negotiate with carriers for the furnishing of proper transportation facilities or the equitable adjustment of freight rates or charges before the plant site is selected.

Recently, a "Plant Location Guide" was prepared which contains procedures recommended for plant location studies within the 3M Company and its subsidiaries. The purpose of the guide is to provide a systematic means of analyzing the many factors involved in plant location. It provides for a detailed traffic study to be prepared on each new plant location, showing the availability of transportation services and facilities, the freight cost of handling inbound raw materials and outbound finished goods, and any other transportation factors which warrant consideration in selecting the new site.

This traffic information, together with other detailed information concerning the general area, the community and the proposed plant site prepared by the engineering and industrial relations departments, is then combined into a final report to management, containing recommendations and sufficient detail to show that the best location has been recommended. Upon selection of the plant site, sidetrack and other carrier agreements involving the new site are negotiated by the traffic department, in collaboration with the law department.

Not all of the company's 25 plants and 17 branch warehouses maintain traffic personnel, and it is necessary to maintain control of the traffic function at each point. This is accomplished through periodic audits, where a traffic man covers each plant and branch warehouse to review the traffic procedures for shipping and receiving material; classification of 3M products, as shown on bills of lading; proper mode of transportation; and possible methods of effecting additional savings in freight cost. Each location is furnished with a "Traffic Manual," which contains a section of instructions pertaining to the shipping of material; the proper method of shipping dangerous articles; and a complete listing of all products made by 3M and its subsidiaries, showing the trade name and the proper bill of lading description. A written report is made for each location, pointing out how functions are performed; corrections made; new procedures established; and recommended policy changes for the future.

In general, the central rate analysis section is similar to all others in that it performs the following functions:

(a) Pre-audits local inbound and outbound freight bills; (b) routes outbound shipments; (c) provides the purchasing department with inbound routing, consolidation information, and FOB terms; (d) post-audits branch, factory and subsidiary freight bills, placing emphasis on correction, rather than checking only for overcharge claims; (e) quotes rates for sales purposes; (f) prepares distribution maps; (g) prepares rate proposals; (h) studies and reports on national rate docket bulletins, and (i) maintains tariff files.

At a weekly rate meeting, rate subjects of a general nature are discussed. The exchange of ideas and theories at this meeting provides an opportunity for the novice to learn from the experienced rate man, and vice versa.

Periodically, a "crash program" is established, where all but the most essential routine work is dropped, and a search is made for new ways to save the transportation dollar. Even seemingly fantastic ideas are considered. This "crash program" provides a different atmosphere. Ideas that have been simmering for months are brought to a boil because time is taken to consider something new and different. This program provides an escape from ordinary routine work, and stimulates expression of new ideas and theories.

Always mindful that its existence is dependent on the customers, 3M, as a service to its customers, assumes the burden of filing all loss and damage claims. This is true even where the terms of sale place the obligation to do so on the customer. Filing of claims, merely to recover lost dollars, is, however, not just an automatic function. The incidence of loss and damage is recognized as a possible reflection against the package, material handling methods, labeling, loading, carrier equipment or carrier operations. Remedies for the offending causes are sought, and corrections made.

A WELL-STOCKED LIBRARY is an indispensable adjunct to traffic department work. Here, 3M's is being used by Rate Supervisor Kenneth Kumm (standing) and Senior Rate Analyst Ray Hirsch.

Proper classification is a recognized, commonplace function and responsibility of a traffic department. 3M's activity is applied not only to its new products as they are introduced to the market, but also to periodic review of existing products, and watchfulness of the rates and classification of competitor's products and of raw materials bought by 3M. Closely allied to this activity is the recognition of the dangerous characteristics of some products. This necessitates close work between 3M's traffic department and personnel of manufacturing divisions and laboratories, so that the myriad regulations are adhered to from the time a product is packaged until it is shipped. Some of 3M's products range from the rather commonplace flammables to the more awesome radioactives.

Cooperative Activities

The traffic department works cooperatively with the major departments of 3M, recognizing that it performs a service function for them. Many activities recognized as proper responsibilities of traffic are performed for the executive, accounting, legal, engineering, advertising and personnel departments.

Major efforts are directed to the manufacturing divisions and their sales personnel, and to the purchasing department. Economical and efficient transportation of raw materials to manufacturing plants is the first step on the path to profits. Proper attention to FOB terms, selection of carrier mode, economical quantities, commodity rates, classification of products, and consolidation of small shipments are

(*Continued on following page*)

instrumental in producing inital savings.

Subsequent savings, which produce profits, involve transportation of finished products. Closest cooperation is extended to the manufacturing divisions and their sales personnel, ever mindful of servicing the customers' needs, but with a minimum expenditure of freight dollars. Packaging, materials handling methods, rates and classification, distribution, warehousing and routing are given close attention.

The ever-growing number of products classified as "dangerous"—manufactured and bought by 3M—has increased the potential hazards in handling and warehousing them. Cooperatively, the traffic and safety departments have formulated procedures for the intelligent recognition of dangerous articles and consequent care in properly handling and warehousing them for plant and personnel safety.

Data Processing

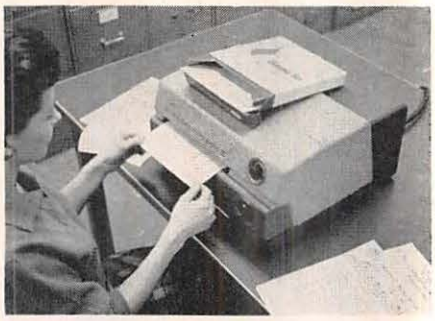
At 3M, a complicated distribution pattern results from the fact that a multiplicity of products are accumulated and combined into full carloads and truckloads at manufacturing plants throughout the country for shipment to branch distribution warehouses, located at principal cities in the United States, which, in turn, reship to customers. Mixed truckload and carload commodity rates were established to cover movements from manufacturing plants to branch warehouses. As new commodities are developed, they are added to the existing commodity rate items. Modifications in the rates must be negotiated periodically, particularly when the question of the location of new plants or branch warehouses arises.

To develop statistical data covering the flow of traffic from the St. Paul area manufacturing plants to branch warehouses, information contained in each freight bill is coded. These freight bills are then turned over to the data processing section, which prepares a monthly report showing, by commodity, the total tonnage shipped, destination, mode of shipment, average rate per 100 lb, and total freight charges. This information is then used by the traffic department to evaluate existing methods of distribution, and to develop supporting arguments used in negotiating rates with carriers.

Methods are now being studied and developed to secure similar information from all manufacturing plants and branch warehouses which will be summarized through use of data processing equipment, and to eliminate manual methods of collecting this information.

TRAFFIC OPERATIONS are analyzed regularly by use of data processing equipment. Here, monthly freight report produced by the equipment is checked by Kenneth Figge, traffic department statistician.

RATE ANALYSTS Robert Didrikson (standing, foreground) and Walter Anastas (seated) discuss shipping instructions included in 3M's own "Traffic Manual." In background, Myron Hill, senior rate analyst, checks tariff file.



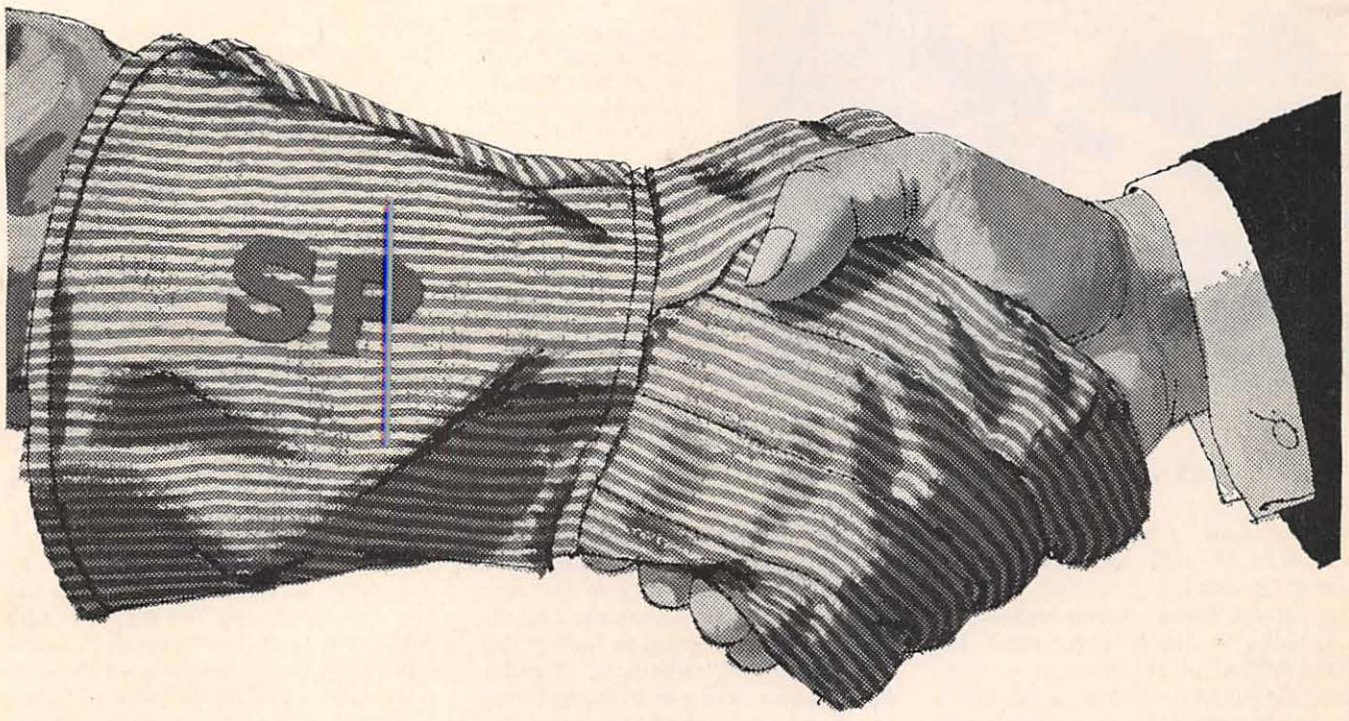
TRAFFIC BULLETINS, from 3M product, the "Thermo-Fax" copying machine, keep traffic personnel informed of transport developments.

Such information will enable the traffic department to analyze operations scientifically, and to survey the company's transportation activities in the broadest sense, to develop current and long-range plans for controlling transportation costs. This procedure also will enable the central rate analysis section to post-audit freight rates from a summarized report, rather than from individual freight bills. In practice, one rate will be checked which will cover many shipments.

As an informational service to other company departments, the traffic department issues a periodic "Traffic Bulletin" to publicize information of paramount importance. As an example, when the recent Ex Parte 212 increase was announced, the magnitude of the increased freight rates was shown for each manufacturing division. The absolute dollar increase in total freight costs was shown, rather than percentages. Thus, the full impact of the increased costs was made realistic. Positive efforts of the traffic department to offset these increased costs are more effectively accomplished when they receive the cooperation of informed management.

(Continued on page 32)

Freight is our business... and we like yours



Western industry and S. P. are old-time friends and business partners. Naturally, we'd like to see you, too, ship via S. P. as often as possible

New industries are joining older ones in the West at a brisk clip, because this region has so much to offer industry.

Southern Pacific has something for industry here, too—modern and progressive freight transportation service. Our revolutionary new Hydra-Cushion Underframe cars, for instance, are just the ticket for fragile freight that needs top protection. S. P. piggyback service is just the ticket for many shipments.

And an industrial site on an S. P. spur track is just the ticket for any industry locating in the West. We can help shippers here in a great many ways. Let us show you how we can help *you.*

If you are a shipper, or are having something shipped to you,

call Southern Pacific first

TRAINS • TRUCKS • PIGGYBACK • PIPELINES

PASSENGER transportation and movement of household goods for company personnel is a function of 3M's traffic department. The responsible section includes Dennis Collins, reservations supervisor (seated, foreground), and Robert Strom, passenger clerk (seated, background).

TRAFFIC HAS A SALES VIEWPOINT (*Continued from page 30*)

Additionally, a weekly "Newsletter" is sent to all traffic personnel located outside St. Paul, highlighting pertinent and current transportation topics.

Usually, a traffic department has some method of reporting to management the savings which it accomplishes during the year. 3M has a unique way of reporting these savings, which are verified by the controller, and placed in the yearly report to management. The controller's office is furnished a form outlining the program and the savings involved when the traffic department accomplishes a rate reduction or any other economy. This is verified by the accounting department and assigned a Program for Profit number. The information is then furnished to management at the end of the year, giving credit to the department or division for the particular saving. These savings are incorporated in the department report to management, which also indicates other savings not directly related to the Program for Profit.

Training Traffic Personnel

Experience in industrial or carrier traffic activities is the qualification most sought when filling openings in the traffic department. Every attempt is made to fill such openings by promoting from within the department. Experienced personnel are not always available, however, and when that situation arises, it becomes more important to select personnel who have the ability to learn quickly the complex functions performed in the traffic department. High standards have been set at 3M in selecting new employees because it is believed that every traffic employee should aspire to progress to the top job in the department. New men are hired who have initiative, imagination, a liking for the work, ability to get along with people, ability to assume responsibility and a willingness to further their education in the traffic field. A college degree with a major in traffic and transportation is preferred; however, it is not essential if the employee has the other necessary attributes.

New employees may start on a beginning job in the shipping room traffic office, where they will gain experience in the basic traffic duties of routing, preparing bills of lading, ordering equipment, etc. They may start in the general traffic office, on a clerical job, such as filing tariffs, tracing and expediting shipments, or filing claims. These beginning jobs are designed to familiarize them with 3M's products and distribution methods, and to teach the routines of the department, so they may develop for more responsible positions.

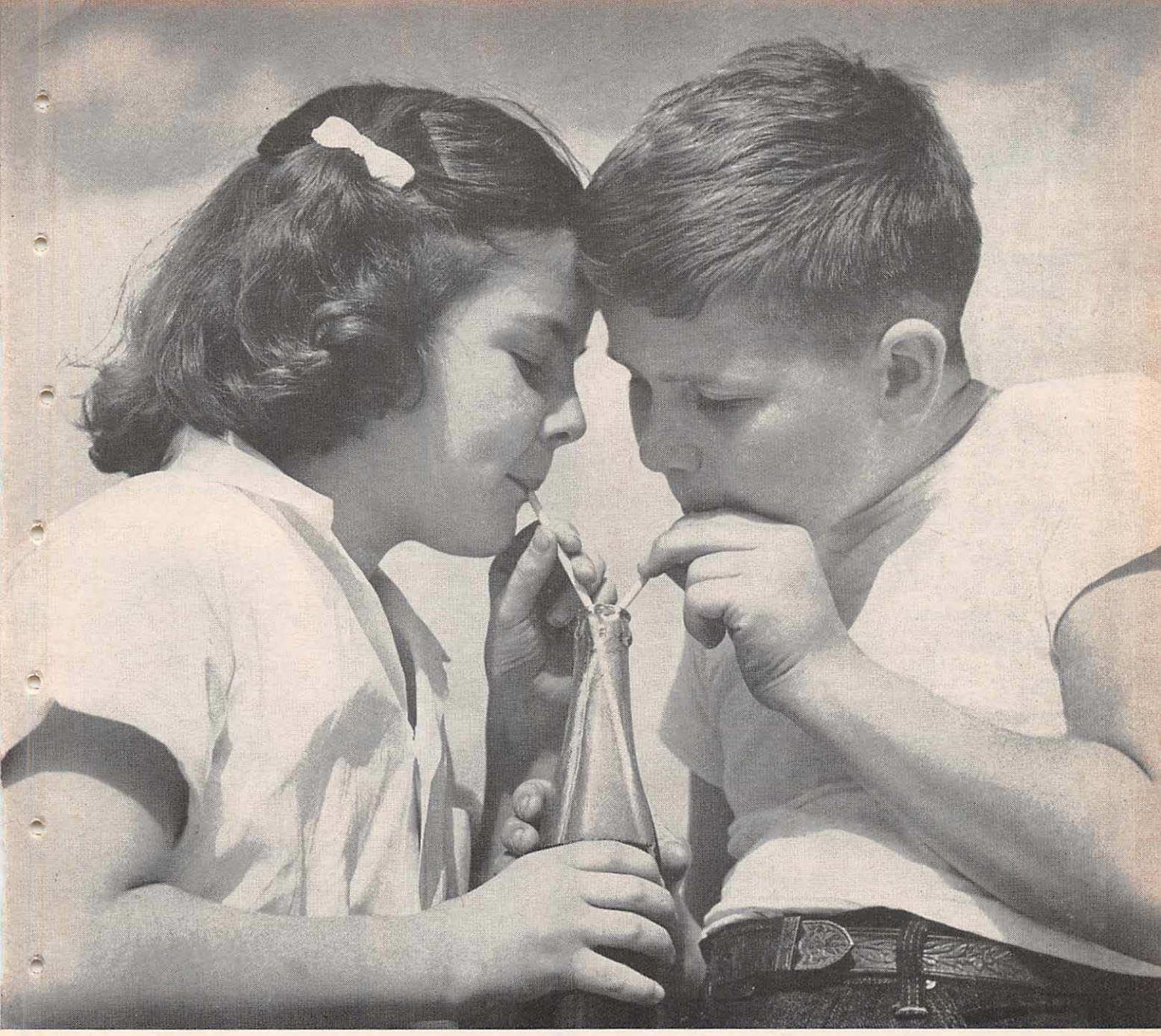
Once a new employee is hired, on-the-job training by older, more experienced employees is continuous. After a period of indoctrination, the employee is assigned to the routine tasks of the department, and gradually performs more complex operations as he gains experience. In addition to rate meetings, department meetings are held to keep the employee informed on current traffic matters and to discuss and resolve any traffic problem that may be presented. From time to time, plant traffic personnel are brought into the general traffic office for a training program designed to familiarize them with the functions they should perform, and to coordinate their activities so they will improve and extend the services of the department. Annual meetings, attended by all supervisory traffic personnel in the general traffic office and from outside plants are held to discuss mutual traffic problems, and to formulate plans to better coordinate traffic activities throughout the company.

In addition to on-the-job training, emphasis is placed on education in traffic and other subjects. Employees are encouraged to enroll in formal courses in traffic management given by the University of Minnesota and local traffic schools. They also are encouraged to take courses in economics, business organization and finance, public speaking, and other helpful subjects. At the present time, 14 employees are enrolled in traffic management courses, with three supervisors instructing in the training school. Seven men have been admitted to practice before the ICC and five are completing the series of examinations to become certified members of the American Society of Traffic & Transportation.

Out of this training and education program come men who are able to accept greater responsibility. How well they are able to absorb this instruction, plus their actual performance on the job, determines how fast they advance. Advancement may be through the various routine traffic functions in the general traffic office on to more technical functions, such as rate analysis and statistical studies, where greater specialization is necessary. Advancement may also be through the outlying plants, where the employee handles general traffic functions and gains experience in accepting responsibility and making decisions. In the final analysis, each promotion is made with the purpose in mind of developing executives in traffic management.

Objective Is to 'Serve Sales'

All of the functions performed by the traffic department are designed to provide a rapid flow of finished products to the customer at the lowest possible cost. The importance of these functions has been emphasized in recent years by increased competition, as well as increased transportation costs. The primary objective of traffic is fully to serve the sales department, as well as all other departments in the company, with traffic and transportation requirements, in order that 3M may have dependable and efficient transportation service. The traffic department's contacts also afford sales the opportunity to develop interest in and promote the use of 3M products by the carriers. In performing these services, traffic becomes an integral part of sales. It is through this coordinated effort that the customers' needs and desires, as well as the company's interests, are best served.



More bottles on the way

The weather had been made to order for the soft drink business—day after day hot and dry. Sales were soaring to such unprecedented peaks that the bottling plant found itself running out of bottles. A carload of new bottles had been shipped from the glass factory. Would it get there on time?

It is in a situation like this that Chesapeake and Ohio's CLIC (Car Location Information Center) can be a wonderful worry saver. Fortunately the carload of bottles had been shipped C & O. A phone call to the local C & O Traffic Office brought immediate word as to just where it was and assurance that the car would arrive in time to keep the bottling line going.

Because CLIC operates by teletype and covers the entire Chesapeake and Ohio system, it can tell you where your car is *right now*. Are you making full use of it?

Would you like a copy of a booklet describing CLIC? Just write:

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C&O . . . AND WATCH IT GO!

One of a series of advertisements featuring those in our organization whose pleasant duty it is to present our service to shippers.

Meet the Folks who sell our service

EDWIN BRENT HICKMAN joined L&A as traveling freight agent in 1920, and except for 3 years with SP, with our traffic department since that time. Shreveport since 1926—as commercial agent, assistant general freight and passenger agent, general agent — latter post continuously 20 years. Active traffic clubs, Chamber of Commerce, American Legion. Officers' Training School, World War I.

ELLIS PONTHIEUX with KCS Lines since 1924, starting as stenographer. Local office experience valuable in traffic duties, beginning as merchandise agent, 1948. After working as chief clerk to general agent, and traveling freight agent, appointed commercial agent, Shreveport, May 1957. Past Grand Knight, K. of C.; member Shreveport Traffic and Transportation Club and Delta Nu Alpha Transportation Fraternity.

WESLEY M. SCHMIDT started L&A traffic, Texarkana, Ark.-Tex., 1933. Traffic positions in various cities followed. Commercial agent, Baton Rouge, 1943; commercial agent, Shreveport, 1953. Two sons, his church, Shreveport Traffic and Transportation Club, Lions International — plus golf, bowling, fishing — keep him busy.

PAUL S. RHOADS with KCS Lines since 1937. After working as assistant secretary and secretary to superintendent, became secretary to general superintendent, Shreveport, 1942. More than 3 years Military Railway Service — Africa, Italy, France. Captain Army Reserve. Traveling freight agent since August 1957. Worker in church, American Legion, Reserve Officers Association, traffic and transportation clubs.

ALBERT L. BARNES began service with LR&N (L&A) in accounting department at Shreveport, 1918, and has been chief clerk, traffic, there since 1955. Member Delta Nu Alpha Transportation Fraternity.

MRS. MAUDE STEARNS TAYLOR with KCS Lines 43 years — all traffic, mostly as stenographer. Outside interests are church, bible class, YWCA, Eastern Star.

MRS. JO NELL REYNOLDS has been stenographer-clerk, Shreveport traffic, since 1952. Church, YWCA, sewing and gardening off-duty activities.

OUR SHREVEPORT FREIGHT TRAFFIC OFFICE
233 Texas Street

EDWIN BRENT HICKMAN

ELLIS PONTHIEUX

WESLEY M. SCHMIDT

PAUL S. RHOADS

ALBERT L. BARNES

MRS. MAUDE STEARNS TAYLOR

MRS. JO NELL REYNOLDS

OUR SHREVEPORT TERRITORY comprises north Louisiana and Marshall, Nacogdoches, Timpson and Teneha, Texas. Shreveport, headquarters city, was named for Capt. Henry Miller Shreve, who opened Red river to navigation by clearing a 200-mile log jam from the channel—1833-1836. The growth of Shreveport (pop. 170,000) first was sparked by lumber, then by the discovery of gas and oil. Today, the city's industrial pay roll totals $37½ million annually, with additional millions from agriculture.

Other Louisiana cities in the territory are Monroe, important for pulpwood, paper products and natural gas; Sterlington, where carbon black and chemical fertilizer are produced, and Bastrop and Springhill, sites of large paper mills.

Our system completed its Deramus Yard at Shreveport in 1956. The modern terminal includes offices, hotel and cafeteria, locomotive and car shops, storeroom, freight office and warehouse, and highway transport facilities, in addition to the classification yards. At Shreveport, too, the Kansas City Southern owns and operates the Union Station properties. Throughout this area of beauty and business shippers know Brent Hickman and his staff —who join us in an expression of appreciation for the loyalty of our many friends there.

J. W. SCOTT
Vice President-Traffic
KANSAS CITY 5, MO.

How Photos Help Trim Damage

If you think sitting around a table talking about shipping problems never reduces damage, S. C. Johnson & Son, Inc., has an encouraging word:

It does!

Johnson, the wax-maker of Racine, Wis., has reduced damage for four consecutive years with a program that has as its root regular, yet not unduly formal, staff meetings. Around the table gather plant personnel concerned with producing, packaging, loading and routing the company's products.

The reduction in damage comes in a period during which the company has increased the number and kind of items shipped. The program to reduce damage goes, of course, much deeper than mere discussion. It involves:

- Awareness on the part of all concerned of the factors causing damage, and of the need for correcting them;
- Establishment of procedures to eliminate damage, and constant experimenting to update these procedures;
- An intensive program of follow-up, both on experimental loads and on regular shipments. Key tools in the follow-up are cameras at Racine and in each Johnson warehouse.

Simple as the program may sound, it has led Johnson into the forefront in loss and damage reduction. The company's own goal is to keep damage to 1% of freight billing. Usually, it comes pretty close, and sometimes beats its own objective. In January, for instance, the ratio of damage to freight charges was .93% for all shipments; .55% to Johnson's own warehouses, where reclaim of damaged goods is carried as far as possible.

Moreover, Johnson's damage-reduction program has made it something of a pioneer in improved shipping methods. Its early use of inflatable pneumatic dunnage is an example. Before the company's traffic and industrial engineering departments even knew a commercial product was being developed—this was some four years ago—they were finding out how well truck inner tubes could brace a load. Today, Johnson uses 70 dunnage bags with good results.

Johnson's shipping picture has both its bright and its dark aspects. The company turns out some 50 principal items, plus many others which move in relatively small volume. They are packaged in a broad variety of cases, pails and drums. They're loaded and shipped according to what the warehouses need —and precious few cars are loaded the same. Pre-planning loads is difficult,

(*Continued on following page*)

▲ **PHOTOS** of freight cars, both as loaded and as received at warehouses, are helping Johnson ship its products with only minor damage claims. Here a representative of the industrial engineering department shoots a Polaroid-Land picture of a car at the company's Waxdale shipping center.

◀ **WAXDALE**, Johnson's three-year-old shipping center near Racine, is switched daily by Chicago & North Western (left) and the Milwaukee Road. Its capacity: 11 40-ft cars.

What Air Dunnage Means to Johnson

In February, S. C. Johnson & Son shipped six cars in which the loads had been braced with pneumatic dunnage. Here's the record:

CAR	DESTINATION	AMOUNT OF DAMAGE	FREIGHT PAID
A	Cincinnati	None	$249.12
B	Memphis	None	557.89
C	Long Island	None	415.72
D	Atlanta	$21.41	726.79
E	High Point	None	606.96
F	Atlanta	None	791.18
TOTALS		**$21.41**	**$3,347.66**

PHOTOS HELP TRIM DAMAGE

(*Continued from page 35*)

often impossible. A healthy proportion of Johnson's products are, of course, in liquid form. Many are packed in glass. They are fragile, and some can freeze.

On the bright side, however, is a significant item: Johnson ships primarily to itself. A high degree of control is possible. From Racine, loads fan out to 27 warehouses. Twenty of them are Johnson's own branches. The other seven are public warehouses. It's not uncommon to find representatives of the traffic or industrial engineering department bird-dogging loaded cars as a matter of course, or discussing damage problems with warehouse managers. Johnson uses railroad-owned impact recorders frequently, and has five of its own as well.

A company requirement is that all warehouses, both public and its own, have rail sidings and be equipped to handle carload lots. Some 70% of Johnson's volume goes to warehouses in either carload or truckload volume. The rest of it is shipped direct to customers in the Chicago area, moving LTL, or direct to customers nationally, moving carload or truckload. Johnson is reluctant to discuss its annual volume in detail, but a figure of "considerably in excess" of 100 million pounds a year comes from Herbert J. Bowman, general traffic manager.

The rail proportion of this movement has swung sharply upward since the first of the year. In January, Johnson benefitted from a rate adjustment on household goods and related articles moving in Official Territory. As a result, it has increased its rail shipments by about 50%.

Mr. Bowman feels that the rate reduction has compensated Johnson, to some extent, for the fact that rail shipping means more money tied up in inventory than would be the case if warehouse stocks were moved by truck and spent less time en route. Moreover, truck drivers help unload while rail crews don't, trimming something off Johnson's labor bill. And while there's little cost to the company for bracing a truckload, damage by truck is running at about a fourth of what it is by rail.

Nonetheless, Johnson relies heavily on rail movement. Its Waxdale shipping center, opened early in 1955 on the outskirts of Racine, is served by both the Chicago & North Western and the Milwaukee Road. Its site was picked partly because of the dual service.

A big reason, too, was the fact that Johnson had run out of storage room in its Racine manufacturing plant. Now, some 80% of the company's outbound goods are trucked five miles to Waxdale, warehoused and loaded there for shipment. The building can accommodate 11 40-ft cars at one time. Both railroads switch Waxdale daily. Currently Johnson is converting Waxdale to the palletless "clamp stack" method of stacking cases.

Johnson's cameras have been in use for about three years. Each warehouse has one. The Racine plants have several Polaroid-Land cameras. Their "picture-in-a-minute" feature helps the industrial engineering department both in testing and in following up rapidly on damaged loads.

In many instances, photos are made of perhaps half the company's loaded cars. Photographed will be:

- Cars loaded in experimental patterns or with experimental bulkheads or dunnage;
- Cars in which inflatable pneumatic dunnage is used;
- Cars which are to be moved under controlled conditions or for which the company wants a record of how the load looked both at departure and on arrival.

Johnson's suppliers of raw material are likely to get a picture of shipments they loaded, too, if the car arrives at Racine in damaged condition.

Company officers point out quickly that their photos won't win any contests. But they do provide the basic material for much of what is discussed in interdepartmental meetings. If photos of a damaged load show up, all parties can tackle the problem of devising a way to assure that similar damage won't occur again.

Supply Trade

Curtis W. Burr has been appointed manager of the Milwaukee (Wis.) district sales office, **Inland Steel Company**, to succeed **Peter M. Lorenz**, retired. **Robert O'Dea** has been named assistant manager of the Milwaukee office, replacing Mr. Burr.

Matisa Railweld, Inc. has announced that construction is nearing completion on the first "fixed location" rail butt-welding plant. The plant, a 10,000-sq ft one-story building, is located on a seven-acre tract in Summit, Ill., close to rolling mills and convenient to all railroads in the Chicago switching district.

Orders already are being taken for continuous welded rail using the Matisa Thoroweld process. It is expected that actual operations will begin this month.

Matisa Railweld, Inc., an affiliate of Matisa Equipment Corporation, will operate the new fixed plant from an office at 1020 Washington Ave., Chicago Heights, Ill. Officers of the new corporation are **Robert P. Underwood**, vice-president and general manager, **Robert F. Marek**, treasurer, and **Patrick J. Mulhern**, secretary.

William C. Hurson and **Ralph H. Schafer** elected vice presidents, sales, Camel Sales Company, Chicago.

William H. Dwyer, Jr., manager of Gulf Coast sales for **Graver Tank & Manufacturing Company**, a division of **Union Tank Car Company**, has been appointed manager of Mid-Continent and Gulf Coast sales.

Resignation of **Eugene W. Kettering** as research assistant to general manager and his appointment as an engineering consultant of **Electro-Motive Division** of **General Motors Corporation** has been announced. Mr. Kettering's headquarters will be at the Winters National Bank, Dayton, Ohio.

Donald Lade has been appointed southeastern district sales manager of **Baldwin-Lima-Hamilton**, at Philadelphia, succeeding the late **M. H. McCurdy**. Mr. Lade was formerly sales engineer of the Standard Steel Works division at New York.

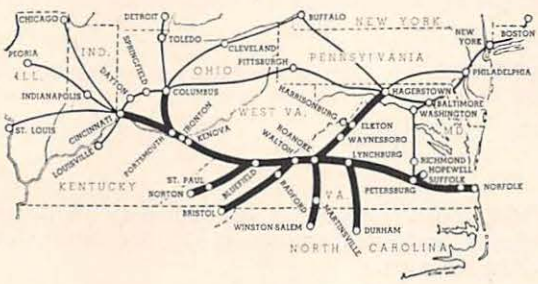
Lloyd Cardwell has been elected vice president—research and engineering, **Cardwell Westinghouse Company. Donald F. Sproul** has been appointed assistant vice president—research, and **David S. Campbell** named assistant vice president—engineering.

Got a shipment that's bulky and hard to handle?

The Norfolk and Western welcomes the opportunity to tackle those tough, "special" transportation problems because this railroad has the facilities and the man power and the know how to do the job. And that goes for *all* of your transportation needs.

Today, the Norfolk and Western offers one of the industry's newest and most modern fleets of diesel locomotives . . . more freight cars per mile of line than any other Class I railroad 250 miles or more in length . . . up-to-the-minute Centralized Traffic Control and other modern traffic signal systems, radio-equipped yard locomotives and fast, automatic car classification in terminals where freight really moves through — plus many more modern facilities, with seasoned railroaders who know how to run a railroad that is on the go. These are some of the many improvements all along the line in a continuous program to provide better service to shippers and receivers of freight.

Get in touch with one of our offices in 39 key cities, and have a Norfolk and Western freight traffic Sales and Service representative give you the story of the Norfolk and Western's ability to help solve your shipping problems.



Norfolk and Western RAILWAY

PRECISION TRANSPORTATION

Damage Reducer

New Crate Cuts Melon Damage

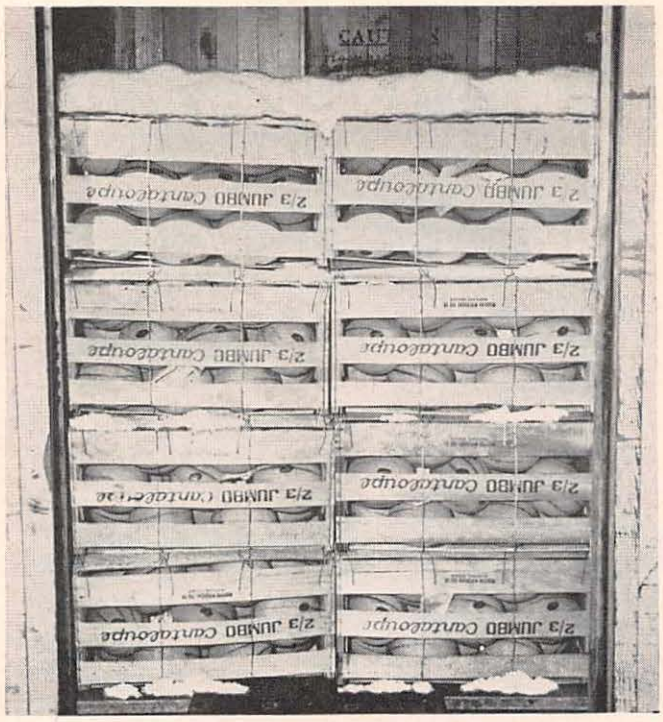
NEW "2/3 WIREBOUND" MELON CRATES are loaded on sides, nine wide, 16 long, three, four or five high, without car strips or bulkheads.

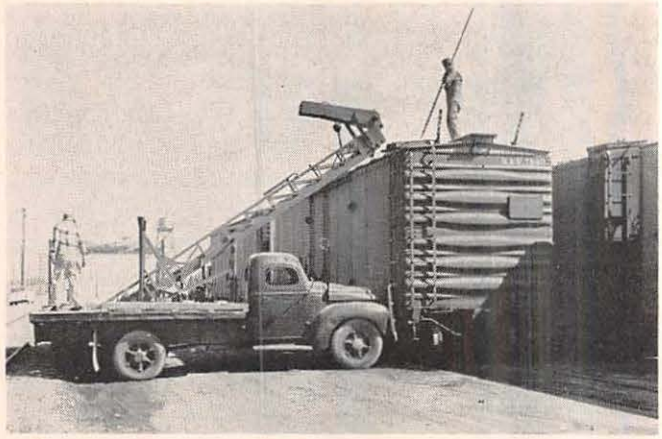
Transit damage to cantaloupes may be reduced by as much as 75%—$1.5 million a year—by using small two-layer wirebound shipping containers to replace the long-established heavy three-layer nailed crates. That's the indicated result of 1957 and 1958 tests conducted under auspices of the Package Research Laboratory, Rockaway, N. J.

The 1957 experiments involved only a few thousand of the new "⅔ wirebound crates." More extensive tests last year covered over 60 freight cars and some trucks shipped from Coit Ranch, Mendota, Cal., and James & Buckley, Dos Palos, to terminal markets in Chicago, Cleveland, Pittsburgh, Philadelphia, New York, Providence and Boston. Destination inspection was carried out by Package Research Laboratory men, along with representatives of the U. S. Department of Agriculture, the Railroad Perishable Inspection Agency, and independent inspection services.

Railroad figures showed that use of the two-layer wirebound boxes reduced recoopering and bad order arrivals by up to 75%, on the average, compared with three-layer crates. Reactions of

(*Continued on page 43*)





▲ **CAR BUNKERS** are filled with block ice before the car is loaded.

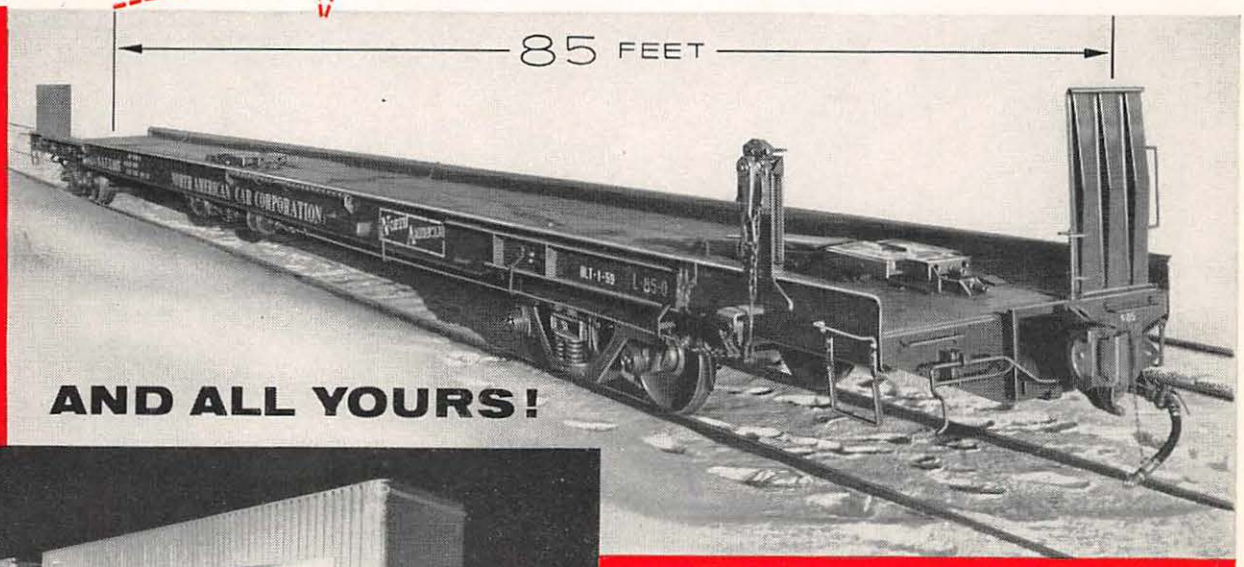
◄ **SNOW ICE,** blown in over load and melted by high-speed fans, reduces fruit temperature to 40 deg before car leaves shipping point.

Announcing

a new division to lease equipment for all forms of integrated transportation including Railroad Piggy-Back Plans I, II, III, IV

85-FOOT PIGGY-BACK FLAT CARS

by NORTH AMERICAN



AND ALL YOURS!

Car pictured here is in transcontinental service between Chicago and the West Coast for Clipper Carloading Company. This car will average over 100,000 loaded miles per year.

This new 85-foot North American flat car will accommodate either two 40-foot trailers, containers or a combination of trailer and containers. This car features: Latest design . . . stanchions . . . roller bearings . . . 70-ton trucks . . . type F couplers, etc.

North American is presently offering these cars under ATTRACTIVE LEASE ARRANGEMENTS to railroads, shippers and freight forwarders. Plan now to ship more efficiently, maintain a better profit margin—WITHOUT CAPITAL INVESTMENT on your part. North American also offers many other types of cars or will build to your own specifications.

For full information phone, write or wire

NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois

Telephone FInancial 6-0400

*P.S.
SOUTHERN PACIFIC LINES
* ANOTHER FIRST FOR S.P.
The Southern Pacific Railroad Lines are now furnishing North American pneumatically equipped covered hopper cars to malt and grits producers.
NORTH AMERICAN
N.A. 36
H.X. 508
LESSEE
SOUTHERN PACIFIC

Mr. Shipper! HAVE YOU ASKED YOUR RAILROAD FOR NORTH AMERICAN CAR'S PNEUMATICALLY EQUIPPED COVERED HOPPERS?

If you ship granular products, here are the major advantages you will enjoy with use of our specialized covered hopper cars:

1 No paper lining **2** No grain doors
3 No repairs to interior of car
4 No removal of debris

Remember—these cars are plastic lined for maximum protection. They are equipped for unloading by 5-inch diameter airlines. Adaptors are available for larger or smaller sizes. Standard capacities of 2,003, 2,893 and 3,219 cu. ft.

Cars are available for test purposes at no obligation.

Contact your local railroad today. Ask for North American Car Corporation's pneumatic covered hopper cars.

Or, if you wish, phone, write or wire us for full details

NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois · Telephone FInancial 6-0400

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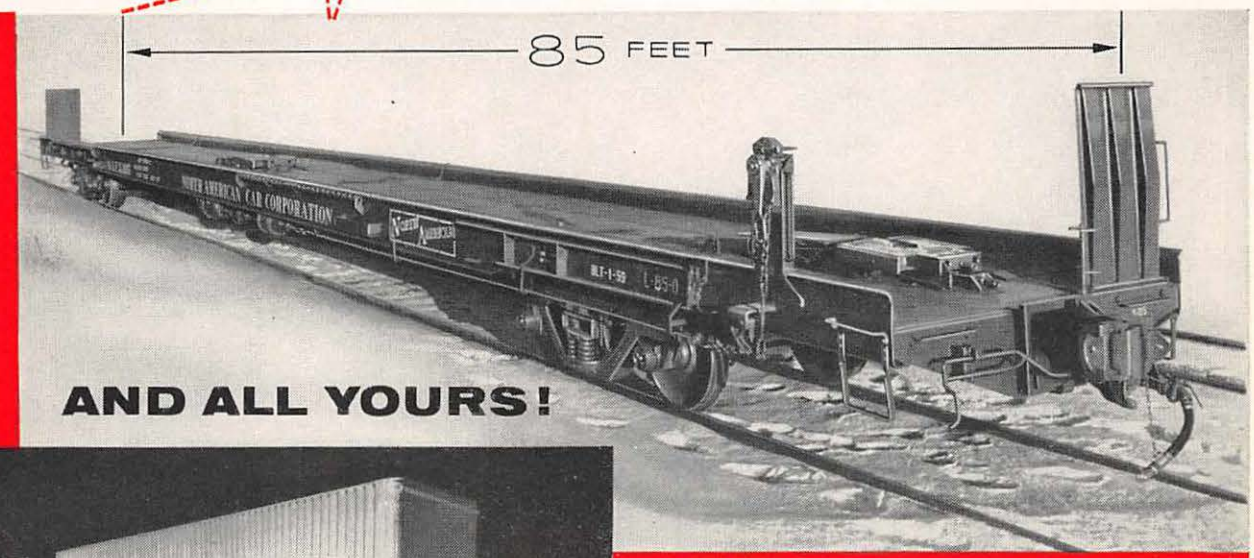

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For full information phone, write or wire

NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois
Telephone FInancial 6-0400

North American's new MARK-20

Here is the car railroads have been waiting for to compete better with other forms of transportation. The MARK-20 offers shippers economies in leasing rates, demurrage costs, and handling charges. The MARK-20 offers the railroads lower operating costs and in turn advantage can be taken of incentive rates with higher minimums.

Compare the following load limits!

The MARK-20—approx. 180,000 lbs.
8,000 gallon tank car—approx. 90,000 lbs.
Truck maximum—approx. 45,000 lbs.

North American Car will custom build the MARK-20 to shipper's specifications. The car can be insulated, coiled, or compartmentalized. It is domeless for greater strength and can withstand pressure of 100 lbs. per square inch compared with 60 lbs. of most other tank cars.

SHIPPERS! Here is the way to reduce your

...20,000 gallons in one load!

Other Features of the MARK-20

- Electrically welded—no rivets
- Six-inch bottom unloading
- Top unloading device
- 100-ton easy riding trucks
- Outside operated valve
- Hinge bolted 18″ manway
- Tell-tale load gauge
- High capacity 36″ draft gears
- Roller Bearings

Write, wire or phone for full details today

NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois

Telephone FInancial 6-0400

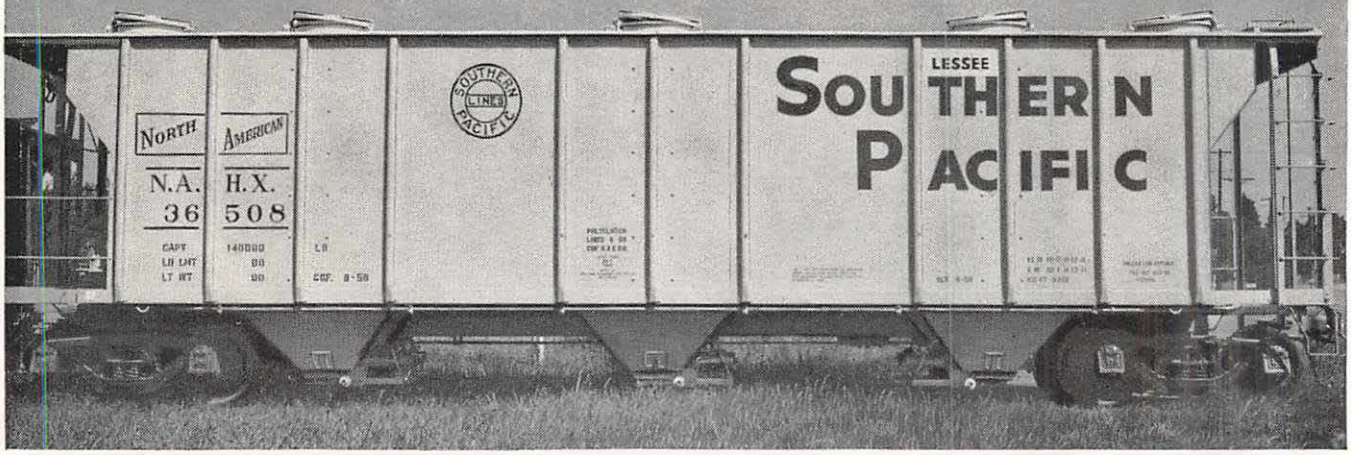
distribution costs and restore traffic to the rails

*P.S.

SOUTHERN PACIFIC LINES

* ANOTHER FIRST FOR S.P.

The Southern Pacific Railroad Lines are now furnishing North American pneumatically equipped covered hopper cars to malt and grits producers.



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NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois · Telephone FInancial 6-0400

DESTINATION INSPECTION of cantaloupes shipped all the way across the country in the new "2/3 wirebounds" showed little or no bruise, virtually no slat breakage.

NEW CRATE CUTS MELON DAMAGE *(Continued from page 38)*

buyers and receivers were equally favorable; cantaloupes in wirebounds arrived at retail stores with less bruising than those shipped in the larger boxes.

The excellent arrival condition of the tested melons contrasted sharply with a 1957 report of the National Association of Food Chains. In that year, the report stated, loss of fruit because of bruise ranged from 5 to 20% per crate; 52% of the association's members said their cantaloupe arrivals were unsatisfactory "because of excessive damage, bruising and crushing."

The new wirebound container which appears to hold so much promise as a damage reducer is 22⅜ in. by 13 in. by 9 in. deep, inside; weighs 4.7 lb. It has a framework of 13/16-in. wood cleats around each end for stacking strength and ease of handling. Sides, top and bottom are of ⅛-in. wood slats reinforced by four 15-gage steel binding wires. It is designed to take shocks resiliently—like a professional boxer. It dissipates shock by "giving" or riding with a blow, instead of standing rigid and so transmitting shock directly to its contents. At the same time, the binding wires limit the amount of "give" to prevent slat breakage.

The new containers hold just two-thirds as many melons as the conventional three-layer crates—which makes them lighter and easier to handle. The same number of melons can be packed in them per hour as in the larger boxes.

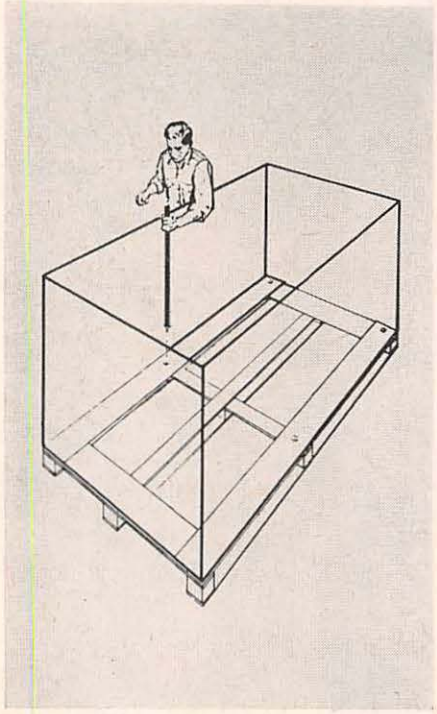
In refrigerator cars, they are loaded on their sides, lengthwise, nine wide, three high and 16 long, for a total of 432 crates per standard car. They also can be loaded four high (576 crates) or five high (720 crates). Refrigeration is the same. Car bunkers are filled with block ice, and the load is covered with snow ice. When this is melted by high-speed fans, cantaloupe temperature is reduced from 80 or 90 degrees to 40 degrees.

Cost of Cantaloupe Claims

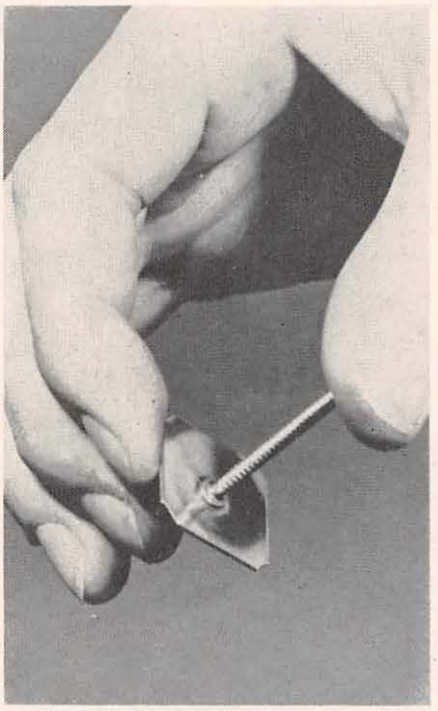
If the new "2/3 wirebound" cantaloupe crate lives up to its early promise, its general adoption could be a major victory for better shipping. For, ton for ton, melons are the most fragile commodity moved by rail.

In 1957, railroads originated 313,868 tons of cantaloupes. They received total revenue of $15,855,938. They paid out in damage claims $2,033,865—12.8% of cantaloupe revenue and 1.6% of all claims on all commodities. Cantaloupe damage per ton was $6.48—almost double the damage of $3.57 per ton on the next most fragile commodity group, chinaware, crockery and earthenware.

Ideas for Better Shipping



WORKER USES magnetized rod to nail bottom flaps of a large Tri-Wall bulk container to a wooden pallet.



SQUARE-HEADED GROOVED nail used with magnetized steel rod holds containers securely on pallets.

Magnetized Rod Helps Nail Container to Pallets

An ingenious solution to the problem of mounting deep containers on wooden pallets or skids does away with conventional "inside nailing" by arm and hammer, which has long been a time-consuming inconvenience to industry and a back-breaking chore to workers.

The solution is a magnetized steel rod, about 30 in. long. The worker simply places a special, large-headed nail against the magnetized end of the rod, grasps the knurled area at the other end, and thrusts the nail and rod downward against the bottom flaps of the container. One quick push drives the nail home, because of the weight of the rod. The large head of the nail prevents tearing through corrugated board. Grooves on its shank assure good holding power in the wood skid or pallet.

The magnetized rod can be easily made, or obtained from Tri-Wall Containers, Inc., 799 Washington st., New York 14. The nails are stock items readily available from several suppliers.

Polyethylene Bags Cut Shipping Costs

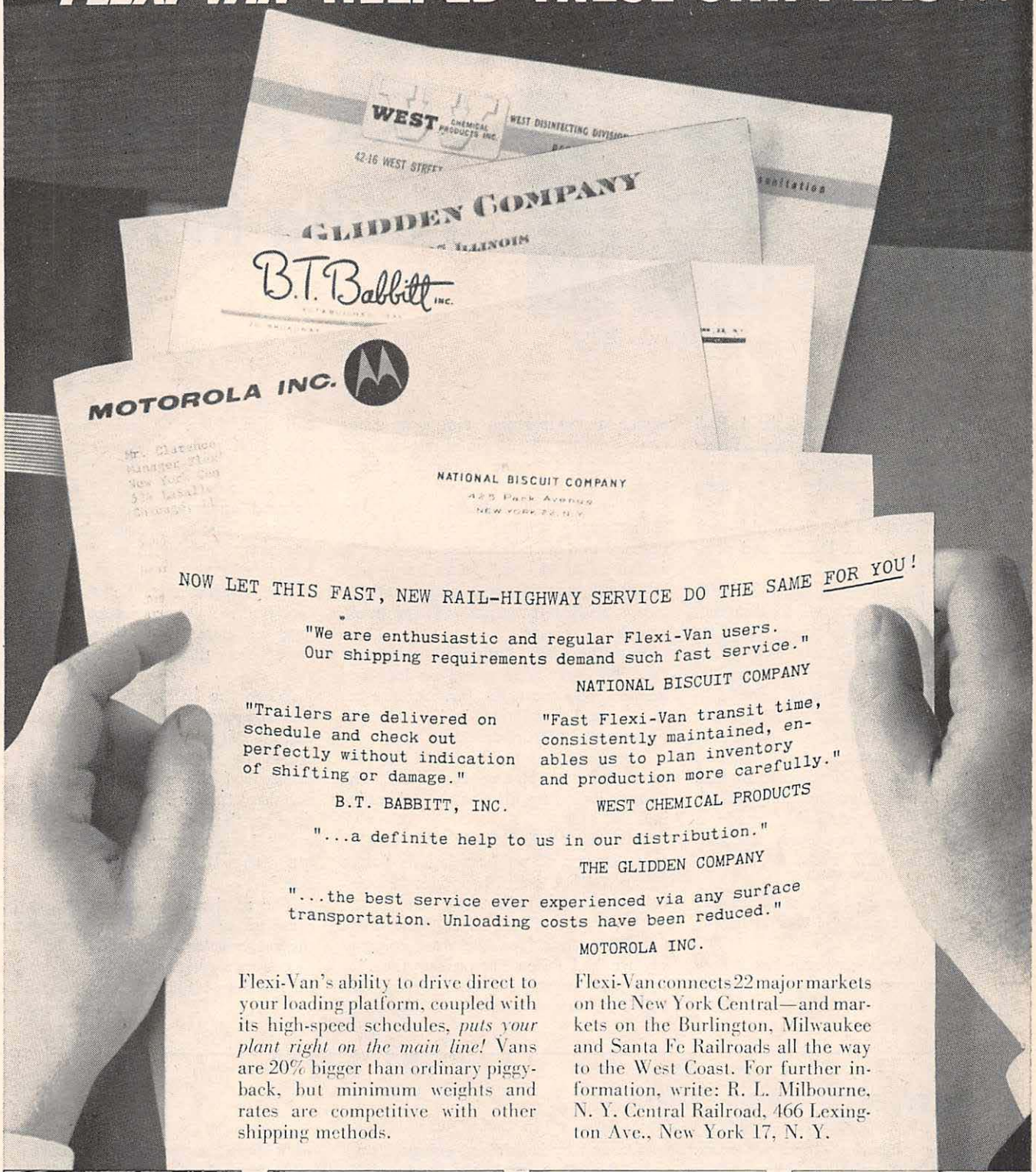
By wrapping its large Class 31 accounting machines in film made of Bakelite polyethylene, National Cash Register Co. has cut shipping costs by 50%.

The company formerly used a tongue-and-groove box for shipping these machines. The film bags permit use of lighter, wirebound boxes which cut packaging costs in half, and also reduce shipping weight. Another major advantage of the polyethylene covers is protection against dust. With their thousands of intricate parts, the machines are extremely vulnerable to dust, so such a safeguard is a "must." The bags also keep out moisture, which is another factor to be reckoned with in shipping, when the boxes may be exposed to bad weather.

The polyethylene film was chosen because of its flexibility, its good aging and waterproof qualities, its toughness, and its high wear resistance.

The bags are produced by the Kennedy Car Liner & Bag Co. from polyethylene produced by Union Carbide Plastics Co., division of Union Carbide Corp.

FLEXI-VAN HELPED THESE SHIPPERS...



NOW LET THIS FAST, NEW RAIL-HIGHWAY SERVICE DO THE SAME FOR YOU!

"We are enthusiastic and regular Flexi-Van users. Our shipping requirements demand such fast service."

NATIONAL BISCUIT COMPANY

"Trailers are delivered on schedule and check out perfectly without indication of shifting or damage."

B.T. BABBITT, INC.

"Fast Flexi-Van transit time, consistently maintained, enables us to plan inventory and production more carefully."

WEST CHEMICAL PRODUCTS

"...a definite help to us in our distribution."

THE GLIDDEN COMPANY

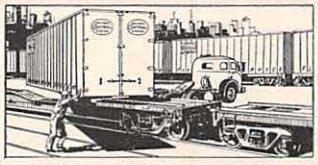
"...the best service ever experienced via any surface transportation. Unloading costs have been reduced."

MOTOROLA INC.

Flexi-Van's ability to drive direct to your loading platform, coupled with its high-speed schedules, *puts your plant right on the main line!* Vans are 20% bigger than ordinary piggyback, but minimum weights and rates are competitive with other shipping methods.

Flexi-Van connects 22 major markets on the New York Central—and markets on the Burlington, Milwaukee and Santa Fe Railroads all the way to the West Coast. For further information, write: R. L. Milbourne, N. Y. Central Railroad, 466 Lexington Ave., New York 17, N. Y.

Your freight is loaded, locked in under your supervision. Driver helps.



Van boards fast freight at trackside. Transfer time—about 4 minutes.

Shipment rides low, well-cushioned on high-speed, roller-bearing cars.

Beats truck schedules on long hauls. Two pick-ups or three deliveries.

New York Central Railroad

WINNING TEAM: Jim Schultz and Tom Goodfellow

125 Years Old, LIRR Remains Young in Heart

To celebrate the Long Island Rail Road's 125th birthday last week, President Tom Goodfellow put out a message that was short on dignity but long on customer appeal:

"The old girl's 125 years old—but she's getting younger, livelier and prettier every day."

Few of the Long Island's 260,000 daily riders were inclined to disagree. LIRR passengers make no secret of it: they're in love with their railroad.

This is partly because the Long Island has added 220 new air-conditioned coaches, spruced up 400 older cars so they look like new, repainted more than 100 stations, and turned in a dazzling 98.1% on-time performance.

But it's also because the Long Island, in the last four years, has made a deliberate—and spectacularly successful—effort to "sell" itself to its customers.

LIRR's theory: It doesn't matter how good you are unless you let people know it.

The job of letting people know how good the Long Island is has fallen largely to James A. Schultz, a Tennessee newspaperman with a nose for news and an almost infallible instinct for turning it to the railroad's advantage.

When Tom Goodfellow and Jim Schultz came to the Long Island, the railroad and its riders were involved in a kind of "cold war." Jokes born more in sorrow than in anger pinpointed the mounting dissatisfaction with the bankrupt line's service.

But the 200 letters the railroad received every week were no laughing matter. The message, Mr. Schultz recalls, could usually be boiled down to two words: "Drop dead."

The press was no kinder to the railroad than its paying customers. Jim Schultz rolled up his sleeves and waded in.

For his cardinal rule, the LIRR's new director of public relations dusted off an old but useful bromide: "Honesty is the best policy."

"We decided," he says, "that if we fell flat on our face, we were going to say we had fallen flat on our face."

When anything went wrong, he called the newspapers before they could call him. When a train was delayed, the LIRR quickly found out why and told the riders before they had a chance to ask. A typical explanation (placed on train seats after a tieup) began: "Chances are you had a pretty unpleasant ride with us Friday night. Here's why . . .

But neither Mr. Schultz nor Mr. Goodfellow were content merely to fend off complaints. They set out to create news that would "humanize" the railroad.

When the LIRR decided to repaint passenger stations, it asked on-line communities to pick their own station colors by secret ballot. Editors were notified of the event in characteristic Schultz fashion: "It's color-pickin' time on the Long Island." The follow-up: "Roses are red, violets are blue, but Long Island stations can be any hue."

The road invited commuters to take turns riding with the engineer, found the response overwhelming.

Letters were carefully sifted for public relations angles. When a small boy

(*Continued on page 64*)

'The Key to Good Public Relations . . .'

"I've heard executives say: 'We're not going to have public relations in our company.' That's about the most stupid remark imaginable. Every company has public relations. The only question is whether you're going to have good or bad public relations. . . .

"Railroads, fenced in by the whims of regulatory bodies on one side and by subsidized competition on the other, probably need good public relations more than any other industry. Yet I'm afraid, overall, they're close to the foot of the class. I hope it doesn't sound too dramatic, but I think the very future of railroads—whether they survive as a private enterprise or become government-owned—may well hinge on the public relations job they do in the immediate future.

"The key to good public relations is top management's decision it wants good public relations. When you have that, everything else falls into place."

—Thomas M. Goodfellow, President, LIRR.

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CHATTANOOGA, TENN.	1015 James Bldg.	AMherst 6-3758
CHICAGO, ILL.	1460 Marquette Bldg.	STate 2-2195
CINCINNATI, OHIO	1803 Carew Tower	MAin 1-5061
DETROIT, MICH.	1207 Lafayette Bldg.	WOodward 2-8404
HOUSTON, TEX.	5610 Kenilwood	REpublic 4-0738
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LOUISVILLE, KY.	320 Heyburn Bldg.	JUniper 4-3413
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NEW ORLEANS, LA.	914 Hibernia Bk. Bldg.	JAckson 5-7888
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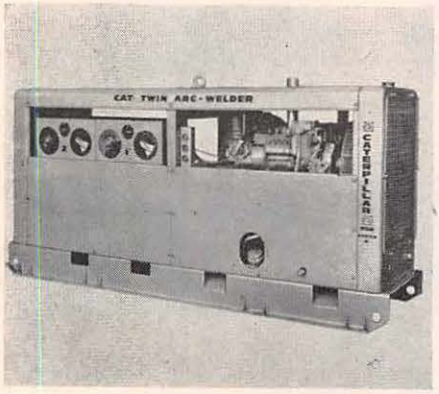
New Products Report

Aluminum Hand Truck

A new line of lightweight aluminum hand trucks is available in 169 models. The trucks feature Nylok fasteners, used to eliminate welds. The fasteners can't vibrate loose, but can be removed and re-tightened to the original torque. The trucks are also equipped with solid, balloon-shape rubber tires; ball-bearing machined hubs with grease fittings and labyrinth seals. *F. H. Langsenkamp Co., Dept. RA, 229 E. South st., Indianapolis 25, Ind.*



Portable Arc Welder

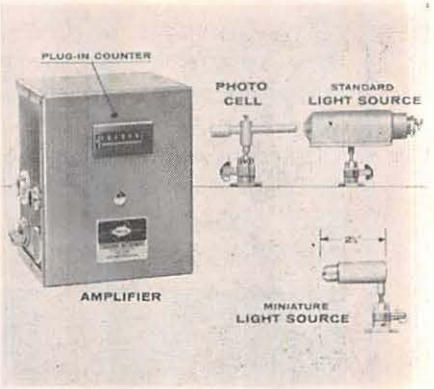
The Twin Arc-Welder, with either skid base or running gear, uses the Cat D311 (Series H) diesel engine and two Lincoln Electric Welding Generators, each with rating of 300 amps at 40 volts for simultaneous operation of two arcs. For parallel operation, unit is rated at 600 amps, 40 volts. Two sets of generator controls permit simultaneous welding at different voltages, amperages and polarity. *Engine Div., Caterpillar Tractor Co., Dept. RA, Peoria, Ill.*

Anti-Skid Paper

"Gripper-Kraft," a new type of anti-skid paper, is said to give maximum protection against slippage of multiwall bags during transit or storage. It is applicable to packaging uses in the chemical, food, fertilizer, mining, cement and other industries where bag damage is a problem. The anti-skid treatment is applied as the paper is made; not sprayed on later. *Scott Paper Co., Hollingsworth & Whitney div., Dept. RA, Chester, Pa.*

Overhead Loading Light

This spring-action overhead loading light consists of a telescopic device with gooseneck extension from which a wire-guarded bulb is suspended. The extension arm is pulled down and hooked under the car roof when in use. The light remains in place by spring tension and releases itself if the car is moved. The main arm has a swivel snap at top for attachment to a support bracket or messenger wire. *Pyle-National Co., Dept. RA, 1334 Kostner ave., Chicago 51.*



Industrial Counter

The Robot-Eye RE-8 photo electronic counter counts by interrupted or reflected light beam at speeds of more than 1,500 units per minute. The unit consists of three components: amplifier-counter, photo cell and light source. The 6-digit plug-in counter has a life of more than 100,000,000 counts. Replacement counter element plugs into the unit, extending instrument life indefinitely. *Standard Instrument Corp., Dept. RA, 657 Broadway, New York.*

New Wirebound Box Design

A new wirebound pallet box design which features a new corner construction is said to be easily assembled and disassembled. Other advantages claimed for it are: Elimination of all wire except preformed corner tie wires; strong, tight-fitting corners; fewer manufacturing processes; and, in many cases, lower freight charges because of multiple points of production. *General Box Co., Dept. RA, 1825 Miner st., Des Plaines, Illinois.*

Anti-Skid Carton Coat

Slippage of fiberboard cartons, resulting from impact, acceleration or deceleration, can be reduced approximately two-thirds by application of "Ludox" colloidal silica, according to engineering tests. The carton coater is said also to cut slippage resulting from side sway or vertical bounce, and to promote stability under all shipping conditions. *E. I. Du Pont de Nemours & Co., Public Relations Dept. RA, Wilmington, Delaware.*

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BOARDS FIGHT SLUMP

(*Continued from preceding page*)

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to destination safely, surely . . . on time!

Your freight arrives when you want it . . . reaches its destination when it's *due!*

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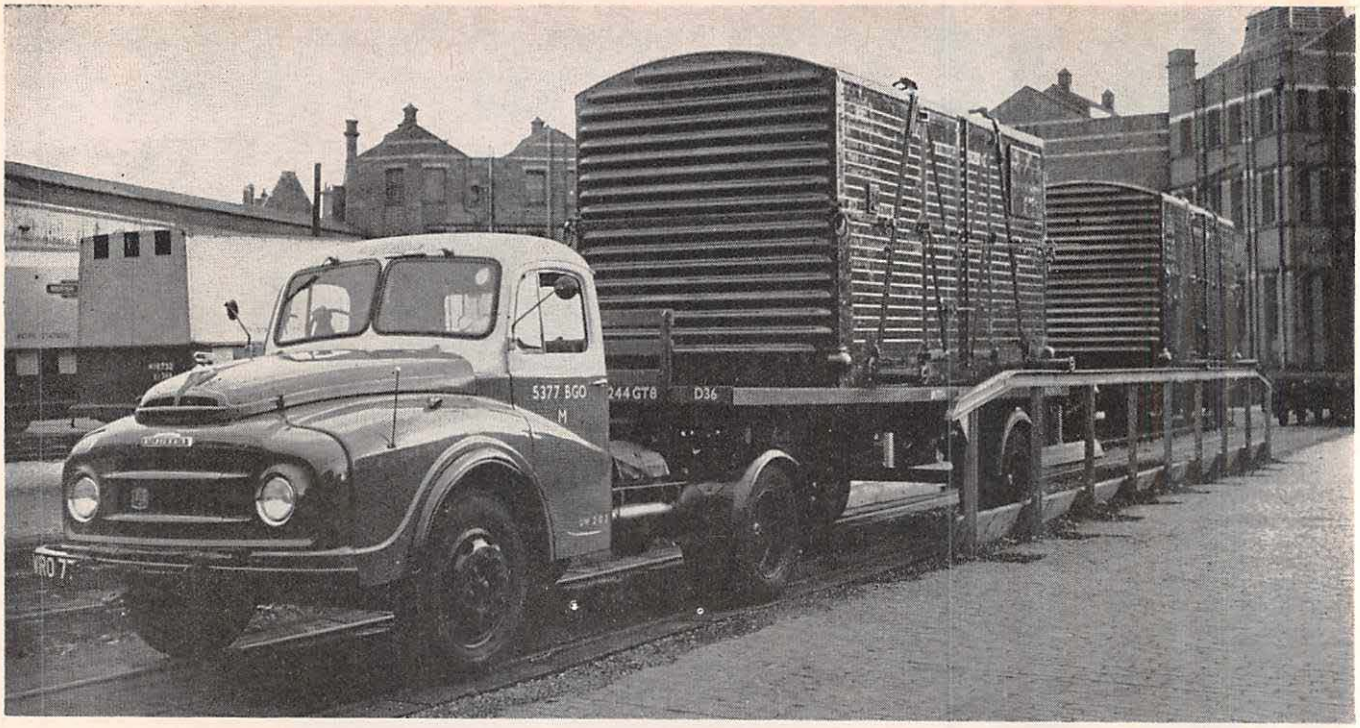

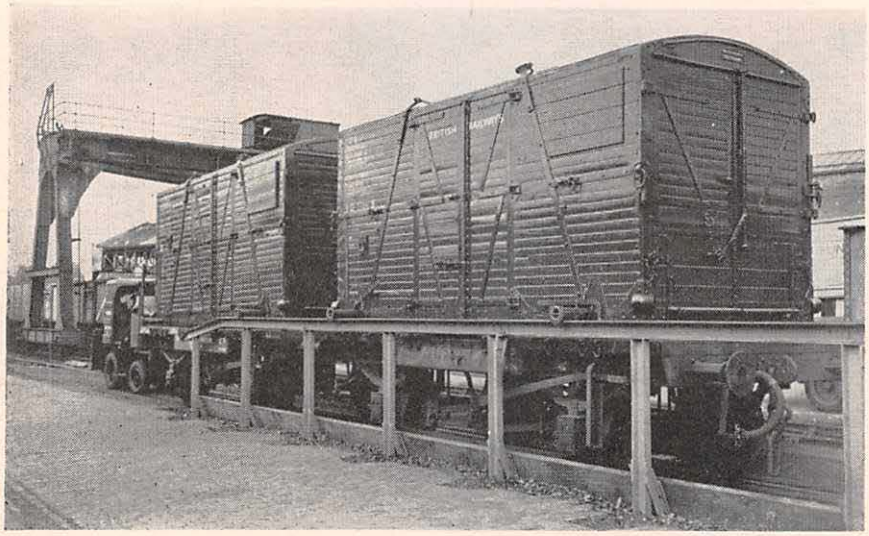

PENMAN RAMP simplifies transfer of containers between railroad car and highway truck, or vice versa. The easily-constructed steel rail ramp eliminates any need for using cranes or lift trucks.

CONTAINERS SLIDE along the ramp on pull-out metal skids at each corner. Inclined sections at ends of ramp raise or lower them gently off of or on to floor of car or bed of truck.

Ramp Eases Container Transfer

To simplify rail-highway transfer of freight containers, British railways are experimenting with a new system—the Penman Ramp—which eliminates use of cranes or lift trucks.

Steel ramps, looking much like heavy handrails, with inclined sections at either end, are erected on both sides of the transfer track. As container-carrying flat cars are switched between the ramps, pull-out metal skids near the corners of each container begin to bear on the inclined ramp sections to lift the container off the car floor. A hinged flap on the bottom of each container maintains contact with the car, however, to push the container along the level portion of the ramp to the desired position. When this flap is raised, the car is pulled out, leaving the container suspended on the ramp.

A flat-bed highway truck is then backed between the ramp rails, and positioned under the container it is to remove. As it moves forward, the hinged flap on the container, activated by a lever, engages with a batten on the truck floor so truck and container move together. The inclined sections at the end of the ramp allow the container to settle gently to the truck bed, without damaging impact.

The same procedure, in reverse, allows for highway-rail transfer.

Time required for the transfer operation is said to be "very short"—depending, of course, on the number of containers involved.

Pictures and text reproduced from "Transport Age" by permission of the British Transport Commission.

Boards Fight Attendance Slump

Shippers advisory boards are giving an increasing amount of attention to an ailment that might be described as contagious lethargy. The immediate problem is one of declining interest and attendance, experienced by almost all of the 13 regional boards. Remedies range from a 14-point list of recommendations submitted by the regional boards, to a decentralization of committee activities placed in effect by the Trans-Missouri-Kansas board, and a 13-item program approved by the Ohio Valley board.

It's been 36 years since the first regional shippers advisory board was organized. For a far shorter length of time, shippers and motor carriers have been meeting on a conference basis. Advisory board sessions tend to reflect the difficulty of maintaining interest in repeated coverage of the same material. Motor carrier conferences, in contrast, are free-wheeling. From an organizational standpoint, it's middle-age vs youth—the old-line board vs the still-growing conference.

Attendance figures at regional board meetings indicate that interest is lagging. As of last Aug. 31, the 13 boards counted 27,140 members. But total attendance at 42 general board meetings over the preceding year was just 14,019. Moreover, attendance declined by 680 in a year that saw membership increase by 805. As the secretary of the National Association of Shippers Advisory Boards pointed out, "a fraction of the total membership . . . is expressing to the railroads facts and data which are influencing national railroad performance."

RR Attendance Criticized

Railroad attendance at the meetings also has come in for criticism. One point in a 14-item program for boosting attendance suggests that boards "encourage the attendance at general sessions of railroad personnel who are prepared to speak authoritatively in response to shippers' suggestions and complaints . . ."

(At a recent T-M-K board meeting in St. Louis, 56 railroads were represented. The list included two presidents, eight vice presidents and three assistant VPs. All but three of the top officers were from St. Louis. The Middlewest Shipper-Motor Carrier Conference, covering much of the same territory, met a few weeks ago in Kansas City. The trucker attendance list included seven presidents and 13 vice presidents—some from as far away as Denver, Chicago and Minneapolis-St. Paul.)

Organizational differences may account, in part, for a scarcity of top-level representation from the railroads. Shippers advisory boards are just that. Transportation representatives are not members, can't hold office. Shipper-motor carrier conferences place shipper and carrier on equal footing as members. Carrier representatives hold office. And the by-laws restrict membership to top-level officers, both shipper and carrier.

The time factor can also be a deterrent to top-level railroad attendance at regional sessions. A major railroad may operate in as many as six or seven board territories. If each of seven boards met three times a year, two days per meeting, attendance at all sessions would take 42 working days out of an operating or traffic vice president's time. Few can afford it. Motor carrier officers don't face the same problem. With scattered exceptions, truck lines are smaller, may operate wholly within one conference territory. (The territories, generally, are larger than those covered by the advisory boards.)

Declining shipper attendance at advisory board meetings probably reflects several factors:

- Changing patterns of transportation—rail transportation has become less important to some shippers with the growth of highway carriage.
- Development of the motor carrier conferences and other associations, and the competition among organizations for shipper officers' time and attention.
- Dissatisfaction with board activities. Specifically, one major rail shipper (who confesses to being a "backslider" in board attendance) accuses the boards of failing to come to grips with controversy. "They meet to agree," he summed up.

In many cases, advisory board idealism has butted heads with the hard facts of railroad financing. Lack of accomplishment, unproductive resolution-making has been the result. A good example: In 1955, NASAB passed a resolution urging construction of 10,000 cars per month. The national group repeated the action in 1956. They did it again in 1957, adding the recommendation that total ownership of freight cars be boosted to 2,000,000 within five years. Then came a major resolution of the 1958 meeting (held in 1959): NASAB, noting that the five-year deadline is almost here, passed another 10,000-car-per-month, 2,000,000-cars-in-five-years resolution.

Other Topics Repeated

Car supply isn't the only topic given the repetitive treatment. The same familiar problems—in LCL handling, in clean car supply, in loss and damage—are aired each time shippers and carrier representatives sit down together. Some shippers (like the one quoted above) just don't see that board accomplishments justify the six or eight days per year required to attend the regional meetings.

The boards, however, aren't giving up without a fight. Among the suggestions for increasing attendance made by the 13 boards:

- Conduct forums or discussions on transportation matters.
- Consider giving awards to members for expediting release of empty cars.
- Encourage exhibits of new-device cars and innovations in materials handling and packaging.
- Use the personal touch—in-person calls, where possible, to promote attendance.
- Appoint an interest and attendance committee.
- Promote activity by host city members in attending all committee meetings and in arranging programs.
- Broaden the base for attendance by securing a second member from industries that have a second man qualified.

The T-M-K board is taking a slightly different approach to the problem by spreading its standing committee activities over the entire territory served. T-M-K will have sub-chairmen of loss and damage and LCL committees

(*Continued on following page*)

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WHAT SHIPPERS THINK (*Continued from page 22*)

freight is moving competitively . . . with a view toward recapturing freight through rate adjustments, improved service, or suggestions as to how the customer might change his method of shipment for mutual advantage."

R. A. Ellison, transportation department manager, Cincinnati C. of C., emphasizes the competitive angle. "Railroads in general," he says, "are not as familiar with rates and services of their competitors as they might be."

J. L. Tompkins, traffic manager, Virginia-Carolina Chemical Corp., Richmond, Va., implies that calls on shippers by railroad rate-making officers might help to solve both problems.

A number of respondents mention specific fields, not directly covered by the question, where they think better work could be done.

Solicitors are, for example, "a bit behind the times on LCL," according to F. E. Brence, traffic manager, Flexonics Corp., Maywood, Ill. E. R. Leach, TM, Manhattan Shirt Co., Paterson, N.J., finds "solicitors (or management) not as keen as they should be on selling piggyback services. Either they don't know, or aren't interested." W. F. Campbell, traffic manager, Gardner Display Co., Chicago, mentions the "lack of follow-up," and the failure to investigate possible changes in shipping conditions. "If," he explains, "new services are started, applicable to my industry, I have to pursue the information. No attempt is made to sell me."

H. F. Sixtus, general traffic manager, Mohasco Industries, Amsterdam, N.Y., reports "hesitation to give true, actual service facts." Similarly, W. G. Burnette, secretary-manager of the Lynchburg, Va., Traffic Bureau, says salesmen are more prone to describe what railroads can offer than what they actually are offering; while D. H. Wetzel, assistant traffic manager, American-Olean Tile Co., Lansdale, Pa., finds that "in the majority of cases information has to be drawn out. The salesmen do not offer it generally, but only when fitted in to a specific example or a particular situation."

A couple of interesting points were raised by G. W. Langston, traffic manager, Crane, Ltd., Montreal, and Mr. Ellison. Mr. Langston gives salesmen credit for "fair knowledge" of specific localities on their respective railroads, but thinks they generally "lack knowledge of areas on which they have not actually worked." Mr. Ellison sugests that solicitors for initial railroads "are not nearly as familiar with operations on their connections as they should be." On the other hand, he says, "representatives of off-line railroads are most generally familiar with services of origin lines, their own railroad, and their competition."

Railroading After Hours with Jim Lyne

10,000 STRIKERS FIRED — Mexico's new government and railroad administration have dealt sternly with their strike situation. The management of the National Railways announced on April 8 that 10,000 striking employees had been discharged, for not reporting back to work within the announced time limit. A lot of these men, it is expected, may be reinstated. However, some of the agitators who started the strike, or who damaged property, are in the hoosegow or are being sought by the authorities; and a new board of directors has taken over the running of the union.

The government has indicated that it concedes the right of railroad employees to strike for legitimate union objectives—but not for political reasons. Two Russian diplomats have left the country, by request (for their alleged promotion of the strike), and the ex-head of the union, Demetrio Vallejo, is in custody awaiting trial.

The government is planning to put all government-owned railroads under one management—a move heretofore prevented by separate labor contracts between the union and the individual companies.

BEST BALLAST SEARCH—I've mentioned ballast here a couple of times, hoping to detect a little enthusiasm for one kind or another—but so far the response has been informative, rather than heated. I found a partisan for volcanic cinders and another for chats, but nobody has had anything to tell me about granite "gravel" or traprock, which I'd suppose would have some pretty loyal supporters. If a fellow used to traprock would move into a soft limestone district, I'd expect him to get a little bit homesick.

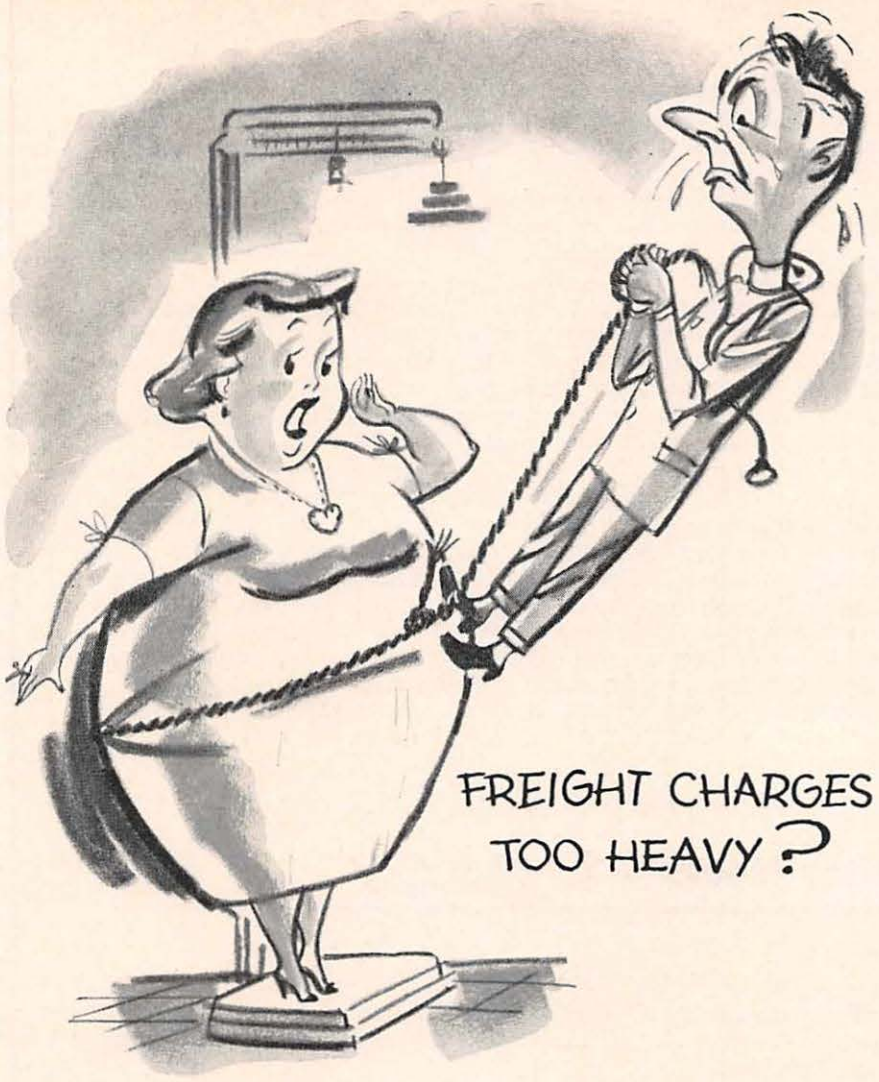
Is that brick-red burnt gumbo which used to be used by at least two mid-west roads (the Rock Island and Burlington, as I recall) ever applied any more? The burning of it (using old ties as fuel) was quite an art.

31 VERSUS 10—As a result of the inquiry I made here about the origin of "19" and "31" orders, one old-timer (Wilson Dizard, secretary of the New York Railroad Club) has sent me a copy of the first order he ever wrote, a "19," as an operator at Chicago Heights back in 1910. I could have told that he was an old operator, from his handwriting. Too bad not all railroad men learned to write in the train-order school.

My impression has been that 31's are used much less frequently than they were a generation ago—and that most roads have found ways of making do with 19's in all but exceptional cases. Those 31's, used as liberally as they once were, could be real time-killers.

QUEENSBERRY RULES, PLEASE—The railway labor executives have complained publicly about the quality of railroad suburban service in the New York area, accusing the railroads of neglecting the business. So far, though, on the average, the give and take between unions and managements on the questions at issue between them has not been extravagant.

Managements are only doing their obvious duty (and not too soon either) in seeking to modernize the working rules. At the same time, the employees who benefit from predatory rules did not invent these rules; they fell into them. Most of them are good railroaders, not racketeers. Both management and employees have everything to gain and nothing to lose by discussing the issues on their merits, without recriminations. When opponents make angry and damaging statements about each other, the usual result is that the public believes both sides.



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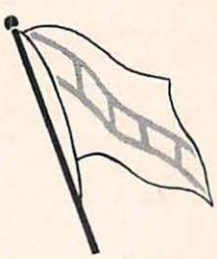

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Shippers' Guide

Baltimore & Ohio

. . . New "TOFCEE" Offices

To provide better service for its expanding piggyback traffic, B&O has established regional "TOFCEE" offices at Chicago and Pittsburgh. Lester B. Marsh has been appointed regional manager, Railroad Trailer Service, Northwest region, at Chicago. Albert L. Sherry has been named to same position, Central region, at Pittsburgh.

Chesapeake & Ohio

. . . Car Line Discontinued

Has discontinued direct LCL car line from Cincinnati to Clarksburg, W. Va. (B&O).

Duluth, Missabe & I. Range

. . . Loading Schedule

Traffic Department Circular No. 6-1959 (canceling 1-1958) gives loading schedule at Duluth freighthouse (Endion) for LCL freight to DM&IR local stations.

Erie

. . . Schedule Changes

Has made following changes in freight train schedules: No. 100 leaves Chicago, arrives Jersey City, one hour earlier; No. 99 leaves Jersey City, arrives Chicago, one hour earlier; No. XC-91 leaves Maybrook, N. Y., arrives Marion, Ohio, 45 min earlier; and No. RC-98 leaves Buffalo, N. Y., arrives Rochester one hour earlier.

Frisco

. . . Transloading Guide

Copies of revised guide to transloading privileges available via Frisco at Memphis, Tenn., and Springfield, Mo., may be obtained from J. W. Tipton, general manager-sales, Frisco Railway, Frisco bldg., St. Louis 1, Mo.

Illinois Central

. . . Extends Piggyback

Has extended piggyback service to Louisville, Calvert, Henderson, Kevil and Paducah, Ky., and Evansville, Ind.

Louisville & Nashville

. . . Schedule Changes

Has changed freight schedules as follows:

Train No. 57	
Lv E. St. Louis	2:15 a.m.
Ar Evansville	7:45 a.m.
Lv Evansville	10:30 a.m.
Ar Nashville	4:15 p.m.
Train No. 57-73-71	
Lv Nashville	7:15 p.m.
Ar Birmingham	2:15 a.m.

Lv Birmingham	.....	5:15 a.m.
Ar Montgomery	.....	8:45 a.m.
Lv Montgomery	.....	11:45 a.m.
Ar Mobile	.....	6:45 p.m.
Lv Mobile	.....	10:40 p.m.
Ar New Orleans	.....	3:40 a.m.

New York Central

. . . Coal Service Directory

Has issued 92-page Coal Service Directory which, for first time, consolidates into a single book comprehensive information on coal production in the 12 major mining areas served by the railroad. It includes complete data on mines, producers and seams; identifies sources and types of coal; shows location of mines; and describes coal produced in each area.

. . . New Car Line

New LCL merchandise car from New York to AT&SF at Kansas City (RA, March 30, p. 64) will leave 33rd St., New York, Tuesdays and Fridays until traffic volume justifies more frequent service. Delivery to Santa Fe is second morning; arrival at Kansas City, third morning.

Santa Fe Trail Transportation Co.

. . . New Highway Rights

Santa Fe Trail Transportation Co., an Atchison, Topeka & Santa Fe Railway subsidiary, has received from ICC order (MC-F-6220) authorizing purchase of portion of Lang Transit Co., Lubbock, Tex. Purchase involves interstate and intrastate authority between Lubbock and Fort Sumner, N. M., via Clovis, also intrastate authority between Lubbock and Bledsoe, Tex., over Lehman branch and between Lehman and Muleshoe, Tex., over Texas Highway 214. Lubbock-Fort Sumner interstate authority allows for full coordination with Santa Fe railway, and, in addition, grants the Trail Company full common carrier motor carrier rights between Lubbock and Farwell, Tex., and intermediate points. To permit savings in handling and cost of merchandise cars, arrangements have been made for maximum coordination with the railway.

Toledo, Peoria & Western

. . . Schedule Coordination

To provide expedited service both east and west, TP&W has coordinated its schedules with those of two new daily trains on the Minneapolis & St. Louis.

. . . "Rate Committees"

Has distributed to rail and industrial traffic executives a new 1959 edition of "Rate Committees of the United States."

Assembly retracts and locks under vehicle, with adequate clearance for highway travel.

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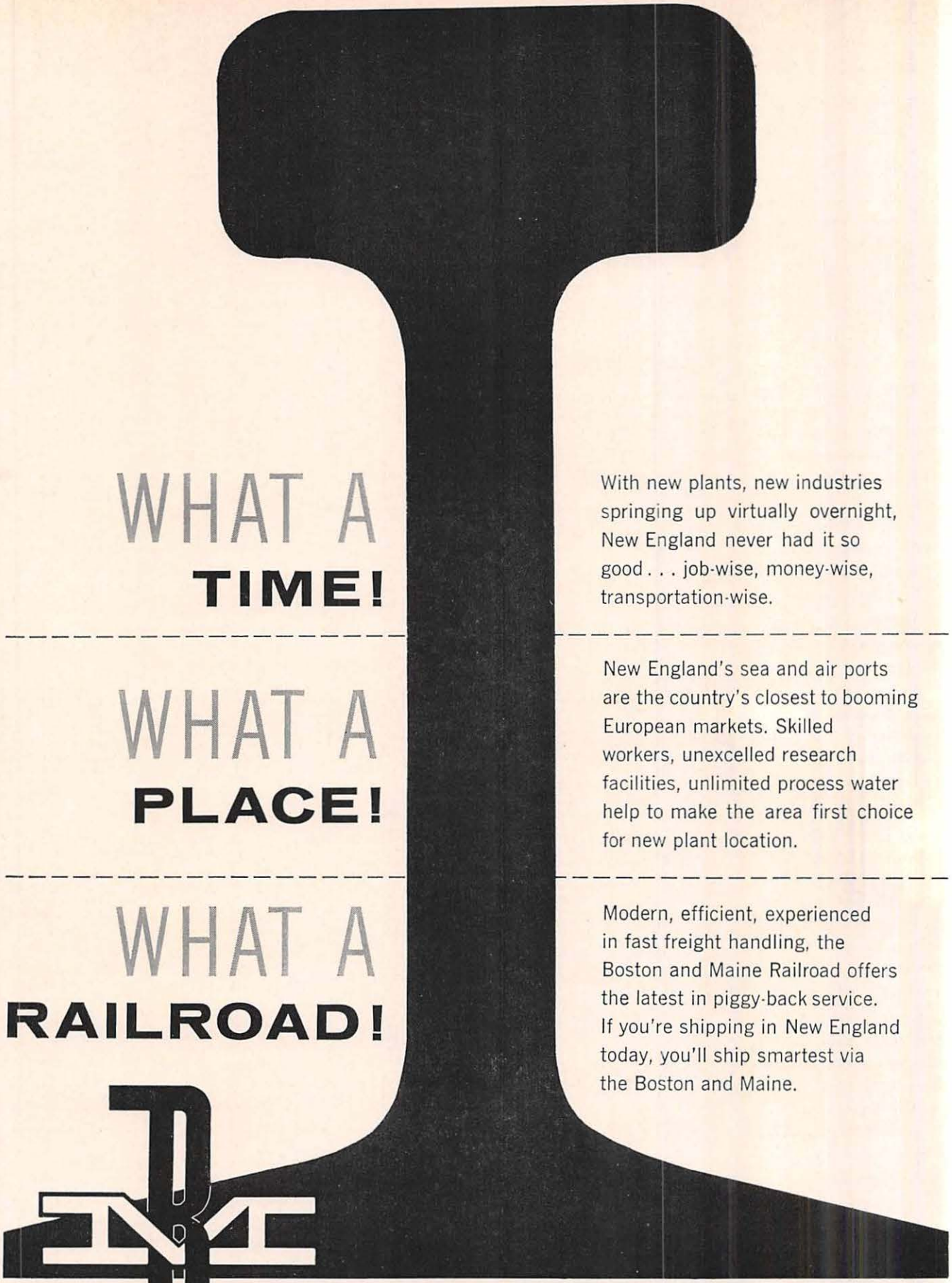
Freight Operating Statistics of Large Railroads—Selected Items

Region	Road	Year	Miles of road operated	Train miles	Locomotive 9iles: Principal and helper	Locomotive 9iles: Light	Car Miles: Loaded (*thousands*)	Car Miles: Per cent loaded	Ton-miles (*thousands*): Gross excl.locos & tenders	Ton-miles (*thousands*): Net rev. and non-rev	Road-locos. on lines: Serviceable: Unstored	Road-locos. on lines: Serviceable: Stored	Road-locos. on lines: B.O.	Road-locos. on lines: Per cent B.O.
New Eng. Region	Boston & Maine	1959	1,559	215,290	216,420	4,942	7,919	59.4	572,455	225,029	68	12	19	19.2
		1958	1,559	219,114	219,114	4,114	8,015	59.2	571,838	215,091	73	2	3	3.8
	N. Y., N. H. & Htfd	1959	1,739	232,898	232,898	15,376	8,910	61.5	601,232	234,843	67	..	20	23.0
		1958	1,739	226,068	226,068	13,555	9,279	60.3	632,813	242,483	79	..	9	10.2
Great Lakes Region	Delaware & Hudson	1959	764	163,971	166,670	2,999	7,851	60.6	588,226	291,315	35	..	3	7.9
		1958	764	155,953	158,657	3,050	7,556	59.4	564,173	271,353	35	..	3	7.9
	Del., Lack. & Western	1959	918	241,968	246,668	12,021	9,463	61.0	674,477	277,651	55	..	8	12.7
		1958	927	238,997	247,112	13,963	10,413	63.4	712,099	292,602	54	4	4	6.5
	Erie	1959	2,201	502,723	505,237	13,315	26,343	66.7	1,679,222	659,497	172	..	2	1.1
		1958	2,207	501,944	504,632	11,138	27,008	64.8	1,726,691	656,041	166	5	2	1.2
	Grand Trunk Western	1959	951	209,928	210,790	1,416	6,898	59.3	504,357	195,009	45	15	23	27.7
		1958	951	216,171	223,138	1,487	7,198	58.7	518,680	202,589	50	9	17	22.4
	Lehigh Valley	1959	1,116	188,288	191,308	3,578	7,692	63.3	539,844	242,870	30	..	4	11.8
		1958	1,117	191,560	194,328	3,801	8,178	62.0	574,064	252,091	33	..	1	2.9
	New York Central	1959	10,447	2,065,901	2,075,021	86,488	79,042	55.7	6,067,943	2,645,504	461	1	48	9.4
		1958	10,570	1,997,125	2,006,868	73,794	77,455	55.9	5,889,685	2,528,115	464	31	18	3.5
	New York, Chic. & St. L	1959	2,155	603,775	603,775	4,650	25,016	61.0	1,831,478	781,499	97	31	8	5.9
		1958	2,155	583,863	598,438	3,925	25,382	60.5	1,833,807	768,427	145	8	8	5.0
	Pitts. & Lake Erie	1959	221	55,427	55,427	....	2,040	61.5	190,491	117,416	14	..	2	12.5
		1958	221	55,788	55,788	....	1,813	57.2	167,424	97,621	17	..	2	10.5
	Wabash	1959	2,379	470,573	471,998	4,287	18,770	62.3	1,302,986	514,801	110	..	4	3.5
		1958	2,379	460,171	460,239	3,826	19,619	60.6	1,362,515	517,210	117	..	..	..
Central Eastern Region	Baltimore & Ohio	1959	5,802	1,237,504	1,322,174	85,013	47,901	55.8	4,144,851	1,944,302	407	78	17	3.4
		1958	5,830	1,317,544	1,420,434	88,185	49,132	58.2	4,315,552	1,991,785	393	77	59	11.2
	Bessemer & Lake Erie	1959	203	35,154	35,582	10	923	56.0	94,725	52,672	10	3	..	..
		1958	208	27,494	27,261	6	733	67.0	70,685	42,661	11	3	1	6.7
	Central RR Co. of New Jersey	1959	597	113,516	114,980	5,834	3,858	60.1	311,075	162,239	67	..	2	2.9
		1958	612	112,164	113,388	5,612	4,069	60.4	324,477	166,902	63	..	3	4.5
	Chicago & Eastern Ill	1959	863	115,456	115,456	2,723	4,634	61.9	362,120	179,928	25	..	3	10.7
		1958	863	126,039	126,039	3,020	4,937	61.0	388,648	191,146	25	..	3	10.7
	Elgin, Joliet & Eastern	1959	236	62,938	64,045	....	2,071	58.7	175,818	93,332	40	2	2	4.5
		1958	236	69,699	70,329	....	1,989	59.2	167,732	89,091	36	5	2	4.7
	Pennsylvania System	1959	9,865	2,506,533	2,638,402	171,271	98,967	60.1	7,488,184	3,324,053	662	8	116	14.8
		1958	9,891	2,566,217	2,708,853	173,823	101,298	58.9	7,710,704	3,387,331	729	134	138	13.8
	Reading	1959	1,302	287,285	288,615	10,076	10,521	57.0	884,260	440,624	157	8	21	11.3
		1958	1,302	328,380	330,526	7,397	11,934	56.1	1,059,994	549,545	159	14	13	7.0
	Western Maryland	1959	844	144,376	149,300	7,774	5,780	58.7	523,750	293,292	42	2	1	2.2
		1958	845	154,270	159,521	8,264	6,066	59.9	543,673	306,574	50	4	..	..
Pocahontas Region	Chesapeake & Ohio	1959	5,061	1,181,174	1,184,438	20,779	51,777	53.6	4,689,704	2,540,281	594	..	18	2.9
		1958	5,067	1,246,544	1,251,705	23,337	53,695	54.0	4,924,033	2,660,311	608	15	8	1.3
	Norfolk & Western	1959	2,116	603,284	634,003	41,543	29,141	55.5	2,844,685	1,543,352	180	14	3	1.5
		1958	2,109	646,950	702,601	58,222	31,392	53.8	3,096,779	1,668,461	210	58	9	3.2
	Rich., Fred. & Potomac	1959	110	39,286	39,286	822	2,383	59.1	167,236	63,828	15	..	..	..
		1958	110	39,035	39,035	853	2,361	58.9	166,218	64,050	14	..	1	6.7
	Virginian	1959	608	136,832	139,037	3,490	6,987	53.4	680,154	379,391	53	10	15	19.2
		1958	608	159,351	161,976	4,253	8,088	52.1	803,015	449,845	56	9	10	13.3
Southern Region	Atlantic Coast Line	1959	5,297	686,500	686,500	6,634	24,792	56.6	1,934,504	854,220	123	..	3	2.4
		1958	5,282	672,850	672,859	6,207	22,652	55.3	1,780,983	770,961	117	14	1	.8
	Central of Georgia	1959	1,730	193,311	193,311	1,793	7,489	63.0	575,592	278,963	32	..	3	8.6
		1958	1,730	193,723	193,723	2,038	7,405	63.7	545,309	262,271	32	..	4	11.1
	Florida East Coast	1959	572	129,161	129,161	....	3,945	50.6	322,276	111,381	53	..	..	..
		1958	571	125,025	125,025	84	3,952	55.0	304,355	109,806	52	..	..	..
	Gulf, Mobile & Ohio	1959	2,717	260,874	260,874	....	14,002	66.7	995,792	480,050	82	..	9	9.9
		1958	2,717	262,266	262,266	194	13,944	64.8	999,381	473,419	86	..	5	5.5
	Illinois Central	1959	6,439	1,015,990	1,015,990	27,601	43,568	60.1	3,267,230	1,496,642	191	33	152	40.4
		1958	6,497	1,021,102	1,021,102	28,380	43,354	58.3	3,300,043	1,486,673	239	62	67	18.2
	Louisville & Nashville	1959	5,680	917,580	919,476	16,157	35,486	58.8	2,832,353	1,389,984	159	..	4	2.5
		1958	5,680	1,036,459	1,038,487	19,195	35,292	56.6	2,834,943	1,385,050	148	..	5	3.3
	Seaboard Air Line	1959	4,135	611,597	611,597	1,638	24,631	57.5	1,960,222	870,058	129	..	4	3.0
		1958	4,049	621,346	621,346	2,296	23,582	57.1	1,838,274	802,051	140	..	6	4.1
	Southern	1959	6,243	843,603	843,795	8,359	39,006	63.2	2,715,643	1,245,593	193	1	2	1.0
		1958	6,249	839,418	839,609	8,596	37,379	60.8	2,645,490	1,179,904	196	..	15	7.1
Northwestern Region	Chicago & North Western	1959	9,289	800,952	801,039	8,279	29,154	60.0	2,139,792	903,774	159	..	17	9.7
		1958	9,296	786,249	786,249	7,560	28,639	59.5	2,184,333	1,002,365	156	6	10	5.8
	Chicago Great Western	1959	1,437	135,462	135,462	175	6,439	63.8	460,828	209,191	25	..	1	3.8
		1958	1,437	133,961	133,961	179	6,719	65.1	474,825	217,445	28	..	2	6.7
	Chic., Milw., St. P. & Pac	1959	10,583	846,951	858,489	13,705	36,193	61.6	2,573,563	1,128,964	280	13	12	3.9
		1958	10,583	842,942	853,664	14,191	35,149	59.9	2,557,024	1,126,809	285	6	10	3.3
	Duluth, Missabe & Iron Range	1950	557	27,272	27,316	218	519	48.1	40,183	17,068	20	25	15	25.0
		1958	565	29,130	29,142	162	569	49.8	47,092	21,128	33	50	25	23.1
	Great Northern	1959	8,281	930,409	933,127	22,786	35,524	66.0	2,549,454	1,182,888	277	6	9	3.1
		1958	8,262	893,806	896,529	21,253	35,535	66.3	2,529,265	1,162,206	245	29	2	.7
	Minneap., St. P. & S. St. Marie	1959	4,169	357,605	358,207	879	11,509	63.6	810,212	360,007	85	8	2	2.1
		1958	4,169	402,644	403,464	1,090	12,304	62.3	832,015	378,207	82	8	3	3.2
	Northern Pacific	1959	6,533	747,967	753,963	9,827	30,341	67.5	2,051,269	927,981	226	11	7	2.9
		1958	6,533	696,361	706,430	11,837	28,928	66.5	1,996,151	907,261	213	49	4	1.5
	Spokane, Portland & Seattle	1959	935	135,349	135,349	1,239	5,639	72.3	384,133	185,622	54	..	1	1.8
		1958	944	124,658	124,658	1,142	5,255	72.0	357,701	171,833	56	..	1	1.8
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1959	13,104	2,326,182	2,477,382	54,516	103,946	62.4	7,528,453	2,908,519	581	7	100	14.5
		1958	13,150	2,087,809	2,217,247	43,925	96,008	61.6	6,867,723	2,605,094	534	53	91	13.4
	Chic., Burl. & Quincy	1959	8,653	1,065,442	1,063,751	32,149	43,990	64.3	3,081,153	1,365,958	136	10	80	35.4
		1958	8,724	964,437	962,105	22,771	42,642	62.7	2,978,578	1,281,355	137	42	52	22.5
	Chic., Rock I. & Pac	1959	7,548	1,020,210	1,019,727	2,089	39,528	61.9	2,889,903	1,217,973	178	..	8	4.3
		1958	7,614	901,206	904,072	1,963	35,995	58.5	2,682,467	1,075,039	178	..	8	4.3
	Denver & R. G. Wn	1959	2,155	277,554	293,438	28,116	12,353	72.9	864,669	431,377	78	10	7	7.4
		1958	2,155	250,475	270,042	21,795	12,040	69.6	846,222	414,422	79	11	6	6.3
	Southern Pacific	1959	8,014	1,967,020	2,035,483	109,999	90,538	64.4	6,244,529	2,602,576	630	6	51	7.4
		1958	8,035	1,738,387	1,815,511	86,490	83,331	62.2	5,798,918	2,330,594	614	113	64	8.1
	Union Pacific	1959	9,751	2,065,505	2,098,456	63,331	93,899	62.7	6,603,046	2,782,412	328	29	108	23.2
		1958	9,753	1,825,918	1,861,624	60,135	86,880	62.0	6,095,521	2,521,270	309	152	67	12.7
	Western Pacific	1959	1,189	222,419	226,177	23,454	8,784	68.8	598,044	273,436	43	2	1	2.2
		1958	1,190	203,334	218,612	14,752	9,286	70.2	632,372	296,782	46	..	..	..
Southwestern Region	Kansas City Southern	1959	886	143,807	143,836	122	8,428	66.7	630,645	297,957	23	..	1	4.2
		1958	886	139,539	139,565	47	7,981	62.8	616,556	282,655	28	..	1	3.4
	Louisiana & Arkansas	1959	746	69,707	60,707	113	3,651	64.9	285,915	137,219	18	..	..	..
		1958	746	76,435	76,435	5	3,832	60.7	308,804	142,231	20	..	..	..
	Mo.-Kans.-Texas Lines	1959	2,914	209,607	209,607	1,945	10,002	62.4	739,569	330,816	62	..	3	4.6
		1958	3,059	230,520	230,520	2,329	11,423	62.1	805,908	362,923	77	..	2	2.5
	Missouri Pacific	1959	9,513	1,142,501	1,142,501	8,571	51,506	62.4	3,757,641	1,682,598	222	8	20	8.0
		1958	9,585	1,141,313	1,141,313	8,861	50,789	61.7	3,714,498	1,611,306	215	14	23	9.1
	St. Louis-San Francisco	1959	4,541	582,080	582,080	5,981	22,772	66.3	1,558,213	717,342	89	..	11	11.0
		1958	4,558	562,207	562,207	5,324	21,134	63.2	1,472,033	655,933	100	..	8	7.4
	St. Louis Southw. Lines	1959	1,554	341,432	341,432	4,029	15,638	66.4	987,863	441,588	47	..	1	2.1
		1958	1,554	304,591	304,609	1,510	14,582	61.9	991,082	443,027	53	..	1	1.9
	Texas & New Orleans	1959	4,154	637,142	637,142	629	27,636	62.2	2,020,873	881,044	141	..	1	.7
		1958	4,271	594,998	594,998	630	26,904	58.6	2,021,054	848,702	137	..	1	.7
	Texas & Pacific	1959	1,822	315,003	315,003	2,948	14,634	58.0	1,136,406	414,666	37	..	1	2.6
		1958	1,822	296,913	296,913	3,628	15,011	59.7	1,115,528	406,135	41	..	2	4.7

For the Month of January 1959 Compared with January 1958

	Region, Road and Year	Freight cars on line: Home	Foreign	Total	Per Cent S.O.	G.t.m.per train-hr. excl.locos and tenders	G.t.m.per train-me. excl.locos and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-me. per car-day	Cars-miles per car-day	Net daily ton-mi. per road-me.	Train-miles per train-train-	Miles per loco. per day
New Eng. Region	Boston & Maine.....1959	2,558	6,575	9,133	3.7	42,117	2,663	1,047	28.4	754	44.7	4,656	15.8	79.4
	1958	3,408	7,374	10,782	1.7	39,508	2,614	983	26.8	658	41.4	4,451	15.1	101.3
	N. Y., N. H. & Htfd.....1959	3,133	11,211	14,344	5.1	41,775	2,582	1,008	26.4	519	32.0	4,356	16.2	109.0
	1958	3,996	10,921	14,917	2.7	43,069	2,799	1,073	26.1	526	33.4	4,498	15.4	107.1
Great Lakes Region	Delaware & Hudson.....1959	5,392	5,605	10,997	9.4	65,308	3,607	1,786	37.1	875	38.9	12,300	18.2	158.5
	1958	6,814	4,583	11,397	3.7	62,931	3,638	1,750	35.9	775	36.3	11,457	17.4	150.0
	Del., Lack. & Western.....1959	6,577	8,193	14,770	8.7	51,819	2,826	1,162	29.3	582	32.5	9,757	18.6	144.8
	1958	7,386	9,684	17,070	5.7	52,534	3,029	1,245	28.1	568	31.9	10,182	17.6	152.3
	Erie.....1959	11,952	13,152	25,104	8.5	68,652	3,377	1,326	25.0	856	51.2	9,666	20.6	108.1
	1958	12,827	14,611	27,438	4.6	69,777	3,472	1,319	24.3	794	50.4	9,589	20.3	108.7
	Grand Trunk Western.....1959	5,132	7,788	12,920	6.8	50,045	2,420	936	28.3	479	28.6	6,615	20.8	89.9
	1958	6,181	6,678	12,859	6.4	54,437	2,420	945	28.1	491	29.7	6,872	22.7	103.3
	Lehigh Valley.....1959	6,900	7,837	14,737	10.9	60,143	2,890	1,300	31.6	531	26.6	7,020	21.0	202.9
	1958	6,422	8,008	14,430	6.8	65,101	3,015	1,324	30.8	576	30.1	7,280	21.7	205.6
	New York Central.....1959	69,547	63,183	132,730	9.9	50,836	2,968	1,294	33.5	639	34.3	8,169	17.3	156.3
	1958	82,790	64,988	147,778	4.2	52,337	2,977	1,278	32.6	564	30.9	7,715	17.7	151.1
	New York, Chic. & St. L.....1959	11,404	13,226	24,630	14.9	55,496	3,068	1,309	31.2	1,056	55.5	11,698	18.3	160.6
	1958	14,727	9,059	23,786	9.0	57,616	3,178	1,332	30.3	1,060	57.8	11,503	18.3	131.2
	Pitts. & Lake Erie.....1959	10,210	3,389	13,599	8.8	56,292	3,460	2,133	57.6	296	8.4	17,139	16.4	126.8
	1958	8,940	3,138	12,078	10.6	51,931	3,029	1,766	53.8	253	8.2	14,249	17.3	113.5
	Wabash.....1959	10,759	8,018	18,777	7.1	66,567	2,780	1,099	27.4	876	51.3	6,980	24.0	143.0
	1958	9,698	10,537	20,235	5.8	65,052	2,969	1,127	26.4	831	52.0	7,013	22.0	135.3
Central Eastern Region	Baltimore & Ohio.....1959	63,508	38,752	102,260	15.4	41,461	3,391	1,591	40.6	631	27.8	10,810	12.4	94.7
	1958	63,212	37,702	100,914	8.8	51,771	3,323	1,533	40.5	638	27.0	11,021	15.8	96.8
	Bessemer & Lake Erie.....1959	4,790	453	5,243	13.2	43,432	2,839	1,578	57.1	325	10.2	8,370	16.1	104.4
	1958	9,461	353	9,814	7.4	45,108	2,779	1,677	58.2	144	3.7	6,616	17.5	67.9
	Central RR Co. of New Jersey..1959	4,138	6,900	11,038	17.9	41,549	2,898	1,511	42.1	424	16.8	8,766	15.2	79.5
	1958	4,378	8,290	12,668	10.9	43,023	3,012	1,549	41.0	417	16.8	8,797	14.9	81.8
	Chicago & Eastern Ill.....1959	2,525	2,616	5,141	11.6	56,405	3,157	1,568	38.8	1,083	45.0	6,728	18.0	141.4
	1958	3,591	2,614	6,205	12.1	57,912	3,102	1,526	38.7	1,015	43.0	7,145	18.8	152.5
	Elgin, Joliet & Eastern.....1959	8,322	7,964	16,286	5.9	18,441	2,925	1,553	45.1	191	7.2	12,757	6.6	66.9
	1958	8,358	5,300	13,658	5.5	21,710	2,540	1,349	44.8	214	8.3	12,178	9.0	71.2
	Pennsylvania System.....1959	135,538	66,572	202,110	21.9	52,333	3,067	1,362	33.6	531	26.3	10,869	17.5	125.3
	1958	130,296	62,377	192,673	11.2	54,365	3,075	1,351	33.4	566	28.7	11,047	18.1	100.0
	Reading.....1959	20,896	14,909	35,805	22.9	48,415	3,078	1,534	41.9	398	16.7	10,917	15.7	64.1
	1958	19,398	16,364	35,762	7.0	52,198	3,228	1,674	46.0	502	19.5	13,615	16.2	68.1
	Western Maryland.....1959	7,326	2,658	9,984	2.8	54,723	3,706	2,075	50.7	868	29.1	11,210	15.1	123.7
	1958	9,169	2,785	11,954	2.0	52,912	3,601	2,031	50.5	829	27.4	11,704	15.0	112.1
Pocahontas Region	Chesapeake & Ohio..... 1959	61,480	23,429	84,909	6.7	72,722	3,991	2,162	49.1	930	35.4	16,191	18.3	69.4
	1958	72,689	20,934	93,623	1.6	74,866	3,972	2,146	49.5	914	34.1	16,936	19.0	70.8
	Norfolk & Western..... 1959	42,444	8,907	51,351	5.6	85,063	4,844	2,628	53.0	924	31.5	23,528	18.0	118.8
	1958	49,942	7,678	57,620	1.1	84,204	4,914	2,648	53.1	929	32.5	25,520	17.6	98.5
	Rich., Fred. & Potomac.... 1959	139	1,230	1,369	1.4	92,600	4,263	1,627	26.8	1,748	110.5	18,718	21.8	90.9
	1958	188	745	933	.8	98,064	4,263	1,643	27.1	2,380	148.9	18,783	23.0	89.2
	Virginian..... 1959	13,045	861	13,906	3.1	74,915	5,076	2,831	54.3	870	30.0	20,129	15.1	64.6
	1958	14,465	2,312	16,777	2.3	72,711	5,157	2,889	55.6	879	30.4	23,867	14.4	76.0
Southern Region	Atlantic Coast Line.....1959	21,659	15,497	37,156	3.7	49,909	2,832	1,251	34.5	750	38.5	5,202	17.7	198.2
	1958	25,165	14,249	39,414	3.3	46,990	2,655	1,149	34.0	613	32.6	4,708	17.8	183.8
	Central of Georgia.....1959	4,160	5,050	9,210	3.2	52,398	2,981	1,445	37.2	1,016	43.3	5,202	17.6	197.5
	1958	4,778	4,327	9,105	3.7	48,754	2,819	1,356	35.4	940	41.7	4,890	17.3	193.9
	Florida East Coast.....1959	799	4,758	5,557	.6	41,914	2,504	865	28.2	634	44.3	6,292	16.8	86.4
	1958	635	3,571	4,206	.8	39,790	2,437	879	27.8	710	46.5	6,203	16.3	84.1
	Gulf, Mobile & Ohio.....1959	7,558	8,399	15,957	5.8	73,166	3,818	1,841	34.3	961	42.0	5,699	19.2	99.8
	1958	8,383	8,815	17,198	6.6	75,402	3,814	1,807	34.0	908	41.3	5,621	19.8	100.2
	Illinois Central.....1959	28,118	21,429	49,547	3.9	57,698	3,248	1,488	34.4	967	46.9	7,498	17.9	94.1
	1958	31,583	17,380	48,963	2.5	56,467	3,266	1,471	34.3	988	49.4	7,381	17.5	104.5
	Louisville & Nashville 1959	36,332	17,634	53,966	7.0	54,026	3,093	1,518	39.2	815	35.4	7,894	17.5	201.7
	1958	42,608	13,946	56,554	4.1	49,933	2,741	1,339	39.2	799	36.0	7,866	18.3	235.3
	Seaboard Air Line.....1959	18,957	11,284	30,241	2.8	59,829	3,263	1,448	35.3	928	45.7	6,788	18.7	175.2
	1958	18,567	11,760	30,327	2.5	55,990	3,018	1,317	34.0	848	43.7	6,390	18.9	162.9
	Southern.....1959	21,616	28,864	50,480	4.7	58,128	3,221	1,477	31.9	804	39.9	6,436	18.1	155.4
	1958	22,384	23,985	46,369	5.1	52,815	3,159	1,409	31.6	833	43.4	6,091	16.8	144.9
Northwestern Region	Chicago & North Western.....1959	21,997	28,021	50,018	4.4	49,166	2,687	1,135	31.0	577	31.0	3,139	18.4	156.0
	1958	24,922	26,852	51,774	4.4	50,568	2,798	1,284	35.0	642	30.8	3,478	18.2	162.2
	Chicago Great Western.....1959	2,204	3,656	5,860	4.1	65,786	3,404	1,545	32.5	1,123	54.2	4,969	19.3	179.7
	1958	2,756	3,583	6,339	3.7	67,764	3,552	1,626	32.4	1,076	51.1	4,881	19.1	150.3
	Chic., Milw., St. P. & Pac.....1959	31,734	26,995	58,729	3.5	60,161	3,016	1,336	31.2	623	32.4	3,441	19.8	99.5
	1958	37,689	22,680	60,369	5.5	59,065	3,041	1,342	32.1	592	30.8	3,435	19.5	102.0
	Duluth, Missabe & Iron Range..1959	14,034	764	14,798	4.3	23,763	1,525	648	32.9	37	2.4	988	16.1	16.1
	1958	13,439	707	14,146	5.1	23,534	1,680	754	37.1	47	2.6	1,206	14.6	10.0
	Great Northern.....1959	24,615	17,155	41,770	2.8	56,993	2,761	1,281	33.3	893	40.6	4,608	20.8	117.1
	1958	27,321	15,897	43,218	2.9	59,866	2,854	1,311	32.7	859	39.6	4,538	21.2	106.4
	Minneap., St. P. & S. St. Marie.1959	7,414	6,113	13,527	6.9	44,493	2,274	1,011	31.3	869	43.7	2,786	19.6	130.7
	1958	7,547	8,100	15,647	2.9	45,324	2,073	942	30.7	817	42.7	2,926	21.9	155.5
	Northern Pacific.....1959	19,708	12,286	31,994	2.9	59,713	2,747	1,243	30.6	903	43.7	4,582	21.8	107.6
	1958	21,084	11,199	32,283	3.1	62,000	2,871	1,305	31.4	887	42.5	4,480	21.6	95.4
	Spokane, Portland & Seattle....1959	1,734	3,868	5,602	2.5	45,395	2,852	1,378	32.9	1,116	46.9	6,404	16.0	90.3
	1958	1,732	4,024	5,756	2.1	42,895	2,887	1,387	32.7	1,018	43.2	5,872	14.9	82.3
Central Western Region	Atch., Top. & S. Fe (incl. 1959	52,920	27,258	80,178	8.5	79,083	3,245	1,254	28.0	1,128	64.6	7,160	24.4	126.4
	G. C. & S. F. and P. & S. F.)...1958	61,352	25,543	86,895	6.6	77,440	3,296	1,250	27.1	951	56.9	6,391	23.5	114.4
	Chic., Burl. & Quincy.....1959	24,802	22,701	47,503	3.5	63,031	2,898	1,285	31.1	912	45.7	5,092	21.8	167.9
	1958	23,077	20,664	43,741	2.9	66,390	3,095	1,331	30.0	963	51.1	4,738	21.5	145.5
	Chic., Rock I. & Pac.....1959	16,672	25,398	42,070	4.5	60,233	2,841	1,197	30.8	955	50.1	5,205	21.3	189.2
	1958	18,227	22,700	40,927	5.2	62,206	2,982	1,195	29.9	840	48.1	4,555	20.9	167.9
	Denver & R. G. Wn.....1959	8,131	5,358	13,489	5.5	65,565	3,127	1,560	34.9	1,034	40.6	6,457	21.0	114.2
	1958	8,932	4,758	13,690	3.9	63,217	3,389	1,660	34.4	976	40.7	6,203	18.7	106.7
	Southern Pacific.....1959	34,543	32,284	66,827	2.3	69,690	3,209	1,337	28.7	1,219	65.9	10,476	22.0	110.6
	1958	34,636	29,195	63,831	2.0	69,865	3,365	1,352	28.0	1,137	65.3	9,357	20.9	84.6
	Union Pacific.....1959	33,896	30,320	64,216	1.7	87,697	3,223	1,358	29.6	1,360	73.3	9,205	27.4	152.7
	1958	34,545	26,833	61,378	1.8	86,649	3,364	1,391	29.0	1,299	72.1	8,339	26.0	123.9
	Western Pacific.....1959	2,772	2,595	5,367	2.0	75,103	2,704	1,236	31.1	1,606	75.0	7,418	27.9	178.4
	1958	2,846	2,762	5,608	2.6	80,526	3,139	1,473	32.0	1,754	78.2	8,045	25.9	166.4
Southwestern Region	Kansas City Southern.....1959	2,892	4,948	7,840	6.2	95,886	4,450	2,102	35.4	1,240	52.6	10,848	21.9	213.7
	1958	2,414	5,118	7,532	4.0	92,813	4,460	2,045	35.4	1,229	55.2	10,291	21.0	183.4
	Louisiana & Arkansas.....1959	2,227	2,879	5,106	7.0	83,067	4,105	1,970	37.6	872	35.8	5,934	20.3	170.2
	1958	2,210	3,374	5,584	5.3	77,804	4,051	1,866	37.1	825	36.6	6,150	19.3	150.7
	Mo.-Kans.-Texas Lines.....1959	5,638	7,564	13,202	8.2	61,852	3,537	1,582	33.1	858	41.6	3,662	17.5	107.7
	1958	6,095	6,103	12,198	6.5	66,161	3,517	1,584	31.8	990	50.2	3,827	18.9	103.6
	Missouri Pacific.....1959	24,422	18,927	43,349	8.8	70,082	3,307	1,481	32.7	1,232	60.5	5,706	21.3	165.5
	1958	26,340	20,689	47,029	5.8	70,845	3,264	1,416	31.7	1,109	56.6	5,423	21.8	158.1
	St. Louis-San Francisco.....1959	13,165	10,432	23,597	1.6	57,281	2,689	1,238	31.5	1,013	48.5	5,096	21.4	195.5
	1958	14,393	9,977	24,370	1.8	55,913	2,627	1,170	31.0	881	44.9	4,462	21.4	185.5
	St. Louis Southw. Lines.....1959	2,708	4,392	7,100	3.4	71,018	2,899	1,296	28.2	2,049	109.2	9,167	24.5	234.7
	1958	2,910	4,038	6,948	1.8	74,445	3,259	1,457	30.4	1,970	104.8	9,196	22.9	187.5
	Texas & New Orleans.....1959	7,059	13,812	20,871	1.6	77,144	3,189	1,390	31.9	1,367	69.0	6,842	24.3	153.4
	1958	8,477	15,766	24,243	1.4	73,597	3,413	1,433	31.5	1,133	61.3	6,410	21.7	146.8
	Texas & Pacific.....1956	3,680	5,703	9,383	4.4	79,358	3,632	1,325	28.3	1,404	85.4	7,342	22.0	230.7
	1958	4,284	5,026	9,310	4.2	83,654	3,774	1,374	27.1	1,383	85.6	7,191	22.3	237.6

Compiled by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission. Subject to revision.



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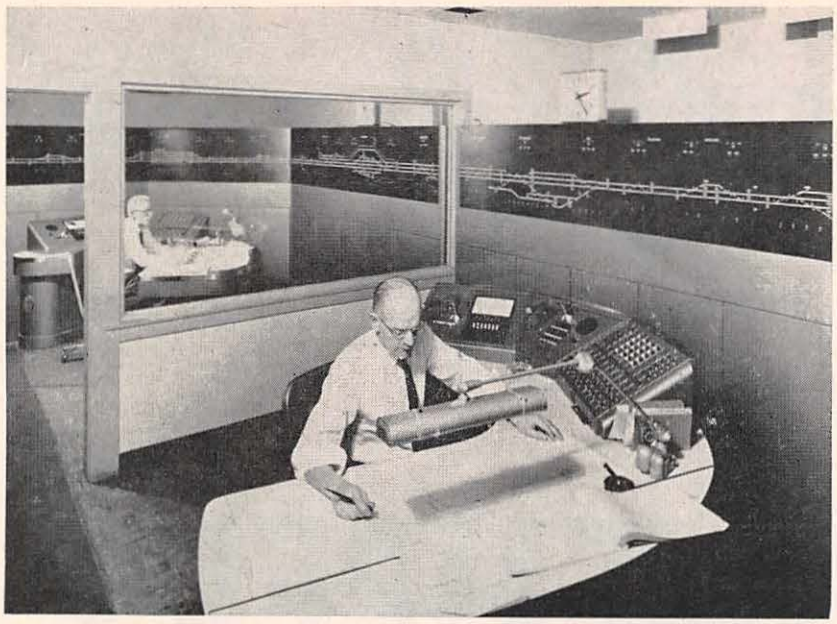

New York Central Reactivates CTC Program

Additional territory will come under these dispatchers' control as the New York Central has resumed work on its $5 million program for installing centralized traffic control between Buffalo and Syracuse, N.Y., 145 miles. West dispatcher (left) controls Rochester-Buffalo line, and the east dispatcher (right) controls from Rochester to Syracuse. Two of the four main tracks are being removed. The two remaining tracks, as well as station tracks at Batavia and Rochester, are being signaled for either-direction running. Control machines are the GRS Traffic Master type featuring small push-button consoles.

Trainmen Demand 14% Boost

The Brotherhood of Railroad Trainmen has served notices demanding a 14% pay increase effective Nov. 1. The boost would be based on wage rates as of Nov. 1, including the full cost-of-living allowance in effect at that time.

BRT general committees served separate notices covering yardmasters and employees in yard service, road train service and dining car service. The notices covered four demands:

- All existing basic rates of pay in effect Nov. 1 will be increased 14%.
- The cost-of-living adjustment up to and including any adjustment to be made Nov. 1 will be made part of the basic rates.
- The cost-of-living adjustment provision of the existing contract will be continued in effect with revision to reflect a new consumer price index base (the index for September 1959).
- All arbitraries, differentials, miscellaneous rates, special allowances and daily and monthly guarantees in effect Nov. 1 will be increased 14%. Exist-

recommendations made by the union's wage-rules committee and adopted by the International Association of General Chairmen.

The Trainmen's action leaves the Brotherhood of Locomotive Firemen & Enginemen as the only major operating brotherhood without a wage notice on file. The BLF&E is expected to come up with its '59 program late next month.

Earlier, the Brotherhood of Locomotive Engineers, the Order of Railway Conductors and Brakemen and the Switchmen's Union of North America served notices demanding a 12% wage increase. The carriers countered with notices for a 15-cent-an-hour pay reduction (RA, March 2, p. 9; April 13, p. 9).

Heavy Loading, Fast Handling Mean More Cars, AAR Says

"Heaviest practicable loading," and prompt handling by shippers of all pa[illegible]rk involved in

dum sent by the Car Service Division of the Association of American Railroads to transportation officers of member companies listing "Thirty-Nine Ways Railroads Can Improve Car Utilization and Minimize Shortages."

The first 38 suggestions are for railroad observance. The 39th is to "urge shippers and receivers to cooperate in getting the utmost transportation service out of available cars" through:

- Prompt loading;
- Prompt unloading;
- Complete unloading, so car will be ready for immediate re-use;
- Prompt billing of outbound loads;
- Prompt advice to railroads when outbound loads or empties are available for switching;
- Filing by receivers of adequate permanent placement instructions to avoid switching inbound loads to hold tracks while waiting notification and spotting instructions;
- Placement of advance car orders, with detail as to routing and destination, to permit best practicable selection of cars from among those available;
- Careful selection by shippers from cars available at their own loading docks, so loading will route cars to, toward, or via owner's line;
- Heaviest practicable loading; and
- Prompt handling of reconsignment or diversion.

BLF&E Calls Strike

The Brotherhood of Locomotive Firemen & Enginemen has called a strike against the Canadian National for 12:01 a.m. Friday, May 1—the hour set by the railroad for implementing a Conciliation Board report recommending gradual elimination of firemen from yard and freight service.

The union said it had only two alternatives in light of the CNR proposal: submission or a fight. It chose the latter.

With the strike date only a week away, there were few signs that a walkout could be averted, although the union expressed willingness to discuss the diesel issue. CNR has affirmed its intention of maintaining operations despite any action the Firemen may take. The BLF&E, however, expressed confidence that a strike will be supported by em-[illegible]

A union officer said the Firemen

'SEAWAY MAY DEFEAT ITSELF' *(Continued from page 10)*

everything we can to encourage" the opening up of "great new industrial horizons." Only in that way can the Seaway offset, "even in small measure, the adverse effects that it may cause on the industrial economy of its territory. . . . Only if, by some unforeseen chance, it can create along its shores a whole new sphere of industrial activity and growth can it be regarded as contributing more to our economy than it is taking away."

But he left little room for optimism concerning the prospects for such growth. "Thus far, response [to industrial development efforts] has been understandably slow. . . . It appears very doubtful" that the Seaway can create more industry than it disrupts.

Other portions of the NYC officer's talk constituted a scathing indictment of the economic premises on which the Seaway was built.

It is, he said, "an economic mistake that was intentionally made; that will benefit the **few** at the expense of the **many.**" It was "politically inspired; politically nurtured, promoted, planned and approved; governmentally financed. It is now cast upon the industrial scene to feed from the public trough of taxation and to create additional competitive burdens for a multitude of private industrial activities," he added.

Tolls—which had to be set before the railroads could proceed with their rate-adjustment plans—are "so far on the low side as to be quite ridiculous." . . . Even with the most optimistic traffic estimates, they will not support the cost of Seaway operations and retire the debt of its current construction costs, to say nothing of amortizing the additional millions more that must be spent to obtain the greater depths now regarded as necessary for more complete navigation and use.

"The cold, cruel, economic facts, even now, seem to say:

- "It can never support itself.
- "It can never pay for itself.
- "It is another sizable project to be a lien on the public tax dollar.
- "Because of its geographic location most of those whose taxes will be used to pay for it will never get any benefits from it whatsoever.
- "Since it will accommodate less than 10% of American flag ships, over 90% of the users will be foreign flag ships getting a 'free ride' through the generosity and fine political consideration of the American and Canadian governments and taxpayers."

The mere facts that it is "new" and "big," he continued, do not mean that it is either "effective" or "good." On the contrary, "it seems logical to conclude that:

- "It is a seasonal operation.
- "It will be slow in transit.
- "Vessel operators cannot control their own service destinies [because transit time, geared to lock and canal operations will be "completely beyond control of shipper, receiver or vessel operator]."
- "Faster turnaround and more profitable operations can be accomplished through ocean ports."

"Perhaps," he concluded, "we have indeed here constructed and subsidized another means of making our own business and economic life more difficult. If this be true, then the Seaway will defeat itself."

Prospects 'Bright' for Seaboard-ACL Merger

Seaboard President John W. Smith has told New York security analysts that "prospects are bright" for the proposed merger of his road with the Atlantic Coast Line. He said that firms making a study of the operating aspects "expect to have their report completed this summer." He added that a financial study should be ready before the operating report.

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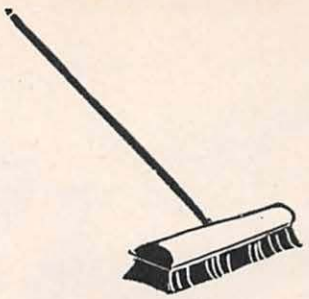
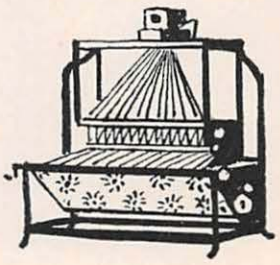


For shipping brooms



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of practical experience
have taught us
the secrets of
dependable rail service.

COTTON BELT ROUTE

FREIGHT SPECIALISTS
SINCE 1877

LIRR: YOUNG IN HEART

(*Continued from page 46*)

wrote that he loved trains, but his sister didn't, the railroad had an express make an unscheduled stop at their door, gave the youngsters a ride in a locomotive cab. More good press.

A brainstorming session produced a catchy slogan for the line: "The Route of the Dashing Commuter." It proved so popular the Long Island made it official, adopted "Dashin' Dan the Commutin' Man" as its symbol.

Last fall somebody suggested that the Long Island loan unclaimed umbrellas to riders on rainy days. Jim Schultz sat on the idea until he could give it an April showers angle, broke the plan to newspapers on April 1. LIRR subscribes to no clipping service —"Can't afford it," says Mr. Schultz— but the public relations staff has collected 42 clippings of the umbrella story with no strain.

A recent LIRR release started out mysteriously: "It's enough to make Homer and Virgil toss fitfully in their graves." This turned out to be a story on the Long Island's search for an impressive-sounding Latin name for its 125th anniversary—and how a corps of Ph.D.'s from Hofstra College finally coined a new word for the event: "quarquicentennial." The story won the Long Island more column inches of newspaper space than most railroads would get with a $100,000,000 car order.

LIRR's public relations effort hasn't been confined, however, to "gimmicks." The railroad has acted, as well as talked, the role of "good neighbor"— with the result, as the New York Times noted in an anniversary tribute last week, that today it's "involved in more civic projects than a Chamber of Commerce."

Last year, the Long Island won the Public Relations' News Annual Achievement Award for "its creative work in humanizing the road and its effort to merit the reputation of being a good business citizen concerned with the welfare of the communities served by it."

The Long Island's physical rehabilitation job has been made possible by (1) a moratorium on its debt to the Pennsylvania and (2) forgiveness of about half of its state, county and local taxes (RA, Aug. 11, 1958, p. 27).

Now, the road hopes its public relations rehabilitation job may help it win even greater tax concessions and go on to the bigger transportation job President Goodfellow sees ahead.

As Jim Schultz puts it: "It isn't alone what you are—but what people think you are."

People in the News

AKRON, CANTON & YOUNGSTOWN.—**Fred W. Jones,** chief of tariff bureau, promoted to assistant general freight agent, Akron, Ohio. **Carl Angelo,** chief rate clerk, succeeds Mr. Jones.

ASSOCIATION OF AMERICAN RAILROADS.—**George J. Harris,** auditor of construction, Southern system, Washington, D.C., appointed assistant to vice president, finance, accounting, taxation and valuation department, AAR, succeeding **Robert L. Ettenger, Jr.,** who retired Dec. 31, 1958.

Paul C. Brown, assistant to vice chairman, Car Service Division, AAR, named assistant to chairman of that division, succeeding **Henry E. Stringer,** who retires April 30.

ATLANTIC & DANVILLE.—**W. Fred Bonney, Jr.,** general freight agent, sales and service, Norfolk, Va., appointed general traffic manager there. **Howard L. Harpold** appointed auditor of disbursements. Abolished position of general auditor.

BALTIMORE & OHIO.—**James P. Ray,** regional engineer, Western region, Cincinnati, retired Feb. 1.

T. J. Klauenberg, superintendent, Cumberland, promoted to assistant to general manager, Baltimore, succeeding **H. E. Exley,** retired. **R. J. Cannon,** superintendent, Chicago division, Garrett, Ind., succeeds Mr. Klauenberg.

William E. Pyne, member of the news staff, Baltimore Evening Sun, named assistant director of public relations of the B&O, Baltimore.

BOSTON & MAINE.—**Ernest K. Bloss,** general mechanical superintendent, Boston, appointed director of research and development, reporting directly to the president. **John E. Rourke,** general superintendent transportation, named assistant director of research and development. **Paul C. Dunn,** assistant general mechanical superintendent, appointed assistant general manager—mechanical. **Charles F. Yardley,** assistant general superintendent transportation, named assistant general manager—transportation.

BRITISH COLUMBIA ELECTRIC.—**D. M. M. Goldie** appointed general solicitor, succeeding **A. Brauce Robertson,** named vice president and general counsel. Mr. Goldie was formerly senior solicitor, BCE, and solicitor for Western Development & Power Limited, a BC Power Corporation subsidiary.

CHICAGO & NORTH WESTERN.—**Raymond J. Degnan** appointed general foreign freight agent, Chicago. **Raymond M. Roth,** general agent, Chicago, named to the newly created position of administrative staff officer there. **James R. Feddick,** office manager in the freight traffic manager's office, Chicago, appointed to the new position of manager of budgets and estimates at that point.

Charles M. Towle named industrial development agent, Chicago, effective May 1.

COLORADO & SOUTHERN.—**H. Wayne Hotaling,** assistant general freight agent, rates and divisions, Denver, appointed general freight agent, rates and divisions there, to succeed **L. W. Glover,** recently named a member of the Standing Rate Committee, **Trans-Continental Freight Bureau,** Chicago.

DEPARTMENT OF THE ARMY, OFFICE OF CHIEF OF TRANSPORTATION.—**Brig. Gen. I. Sewell Morris,** executive director, Military Traffic Management Agency, Washington, D. C., promoted to rank of Major General, U. S. Army. **Col. George L. Barnes,** former deputy executive director of the Military Traffic Management Agency, Washington, D.C., retired from the Army March 31, after more than 21 years service.

FORT WORTH & DENVER.—**C. O. Lawson,** city passenger agent, Dallas, Tex., appointed district passenger agent there.

FRISCO.—The following appointed assistant superintendents: **T. M. Galloway,** Kansas City and Ash Grove subdivisions, including Fort Scott Yard, Fort Scott, Kan.; **C. C. Lane,** Fort Worth subdivision and Sherman subdivision, south of Red River, Sherman, Tex.; **W. D. Smith,** Afton and Parsons subdivisions, and Carthage subdivision, Monett to Columbus, Joplin, Mo.; **F. E. Wait, Jr.,** Creek subdivision and Sherman subdivision, north of Red River, Ada, Okla. **R. L. Sanford** named trainmaster—road foreman of equipment, Neodesha, Kan.

GREAT NORTHERN.—**K. E. Wyckoff,** office engineer, Seattle, appointed assistant to chief engineer, St. Paul.

Donald R. Pravitz, city freight agent, Tacoma, Wash., appointed export-import agent, Seattle. **William R. Meenach,** foreign freight agent, Seattle, retired March 31.

ILLINOIS NORTHERN.—**J. M. Traylor** named superintendent, Chicago, to succeed **B. L. Lindley,** vice president and superintendent, who retired April 1.

JERSEY CENTRAL.—**Robert J. McGarry** appointed tax accountant, Jersey City, succeeding **Robert J. Daha,** resigned. Mr. McGarry was formerly with Ciba, Inc., New York, in a similar capacity.

Lester J. Evans, division freight agent, Long Branch, appointed assistant general freight agent, sales and service, New York. **Walter W. Robinson,** district passenger agent, Jersey City, succeeds Mr. Evans. **Albert Postlethwaite,** general freight agent, sales and service, and **William D. Wakeman,** general freight agent, rates and divisions, New York, will exchange assignments.

MILWAUKEE.—**Raymond K. Merrill,** commerce counsel, Chicago, named general attorney and commerce counsel there. **Frank M. Long** appointed assistant general attorney; **Robert F. Munsell,** assistant general solicitor; **Rodger K. Johnson,** attorney, all at Chicago.

Leo LaFontaine, assistant manager of the mail, baggage and express department, appointed manager of the department, with headquarters remaining at Chicago, to succeed **C. F. Rank,** retired. **R. H. Kocher,** chief clerk in the department, named to replace Mr. LaFontaine.

J. Walter Thompson Company, Chicago, appointed the advertising agency for the Milwaukee, effective May 1.

MISSOURI-KANSAS-TEXAS.—**George G. Walker** appointed assistant general attorney, Denison, Tex.

MISSOURI PACIFIC.—Effective April 1, **J. S. Simon** appointed superintendent of shops, Sedalia, Mo., succeeding **H. M. Kelly,** retiring.

PEORIA & EASTERN.—The office of **T. W. English,** general manager, has moved to Room 606, 105 South Meridian Street, Indianapolis 25, Ind.

ROCK ISLAND.—**David R. Arnold,** assistant to the president, elected general auditor, succeeding **Herbert H. Siddall,** who retired March 31 after 44 years' service.

SANTA FE.—Effective March 1, **M. W. Gibson** resumed his duties as general transportation inspector, Topeka, Kan.

Title of **B. V. Keefer** changed from supervisor of freight claim prevention to supervisor of loss and damage prevention.

SEABOARD.—**J. B. Bentley,** commercial agent, Montgomery, Ala., appointed district freight agent, Charleston, S. C., succeeding **E. C. Speed,** retired. **G. A. McMillan,** district freight agent, Plant City, Fla., appointed division freight agent, St. Petersburg, succeeding the late **I. E. Morgan.**

SEATRAIN LINES.—**William G. Vazoulas,** assistant general auditor, appointed assistant treasurer, New York.

SOO LINE.—**Burton Hermanson,** general agent, Detroit, appointed assistant traffic manager-sales, Duluth, Minn., succeeding **James T. Hartnett,** named assistant to general freight traffic manager-sales and service (system), Minneapolis.

Murray R. Gray, commercial agent, Winnipeg, Man., promoted to general agent, Toronto.

SOUTHERN PACIFIC.—**A. W. Kilborn,** superintendent, Tucson division, Tucson, Ariz., transferred to the Portland division, Portland, Ore., to succeed **L. R. Smith,** promoted. **D. R. Kirk** named to succeed Mr. Kilborn.

C. D. Lafferty, manager of the industrial department, San Francisco, retired March 31.

P. J. Kendall, vice president and general auditor, San Francisco, retires April 30 after 40 years' service. **U. E. Nordeen,** assistant general auditor, named general auditor.

Albert Leathem appointed general electrical supervisor, San Francisco.

TRANS-CONTINENTAL FREIGHT BUREAU.—**C. J. Hennings** elected chairman of the Standing Rate Committee, succeeding **E. C. Pierre,** retired. **L. W. Glover,** general freight agent, Colorado & Southern, appointed a member of the committee.

UNION PACIFIC MOTOR FREIGHT COMPANY.—**Alfred J. Lien,** assistant to the general manager, named general manager, to succeed **Charles G. Kullman,** retired.

VIRGINIAN.—**J. O. Atkinson,** assistant general solicitor, appointed assistant general solicitor—general claim agent, Norfolk, Va., succeeding the late **J. M. Goodwin,** general claim agent. **H. B. Eichelberger,** assistant superintendent coal terminals, appointed superintendent coal terminals, Sewells Point, Va., succeeding **J. R. Cunningham,** retired. Mr. Eichelberger's former position has been abolished.

WABASH.—**Walter T. Thomas,** commerce agent, named chief of tariff bureau, succeeding **Lawrence R. Nowotny,** retired.

Fred J. Harbke, chief clerk in the auditor of revenues office, appointed auditor of revenues, St. Louis, succeeding **Raymond F. Donohue,** retired.

WESTERN MARYLAND.—The Cleveland office has been moved to 2142 Illuminating building, Cleveland 13, Ohio.

Paul T. Healy, freight traffic manager—sales and service, Baltimore, retires May 1.

WESTERN PACIFIC.—**Joseph C. Marchand,** gen-

eral purchasing agent, San Francisco, retired March 31 after more than 44 years' service. **Walter C. Brunberg,** manager of purchases and stores, appointed director of purchases and stores, and his former position abolished. **Henry J. Madison,** general storekeeper, Sacramento, Cal., appointed manager of stores there. **Alfred S. Kasper,** assistant to manager of purchases and stores, promoted to materiel officer; **John C. Baird,** chief of planning and control, to purchasing officer; **Donald L. Carman,** records analyst, to materiel control supervisor, all with headquarters at San Francisco.

Walter G. Treanor appointed commerce attorney, San Francisco, Cal., effective April 7.

WESTERN WEIGHING & INSPECTION BUREAU. —**J. R. Hailey** appointed district inspector, Chicago, succeeding **R. O. Wells, Jr.,** retired.

OBITUARY

Albert J. Weger, 69, retired manager of the mail, baggage and express traffic department, **Chicago & North Western,** died April 16 at Richmond, Cal.

Thomas L. Peeler, Jr., 52, assistant to president, **Missouri-Kansas-Texas,** Dallas, Tex., died April 12.

Industrial Traffic

Willis Brunson, assistant general manager, Atlanta Freight Bureau, has joined the staff of **Ribe & Company,** freight transportation consultants, 2031 9th avenue, South, Birmingham 5, Ala.

T. G. Stover, assistant to president of **General Cable Corp.,** has assumed responsibility for traffic activities, with headquarters as before at New York, succeeding the late **David Ross. George Pasch** has been named assistant general traffic manager at Bayonne, N.J., reporting to Mr. Stover.

William P. Bailey, supervisor of freight rates for the La Porte, Ind., works of Allis-Chalmers Manufacturing Co., has joined the **Maytag Co.,** Newton, Iowa, as freight auditor, traffic department.

E. F. Demlein appointed assistant general traffic manager of **International Paper Co. F. L. Spinnel** named traffic manager, Northern division, and **John Battel** appointed assistant traffic manager—operations for that division.

E. John Sauser appointed general traffic manager, Norge division, **Borg-Warner Corp.,** Chicago. Mr. Sauser was formerly with the traffic department of the Crane Co.

John E. Vought named traffic manager, **Endicott Johnson Corp.,** succeeding the late **Earle B. Le Sher.**

James J. Bethune, general traffic manager, **Alpha Portland Cement Co.,** Easton, Pa., also has assumed the title of assistant to vice president—sales. **Stanley Hawk,** eastern division traffic manager, in addition, has been named assistant general traffic manager.

William C. Somerville, assistant general traffic manager, **Celanese Corp. of America** at Charlotte, N.C., appointed general traffic manager at New York, succeeding **Edward F. Hanlon,** who has retired, but will continue to serve as a consultant.

Michael J. Walsh, Jr., assistant traffic manager, appointed traffic manager, **St. Regis Paper Company. James J. Fay** succeeds Mr. Walsh. **Fred M. Kimbrough,** assistant traffic manager at the Jacksonville, Fla., mill, promoted to traffic manager there.

William S. Jones named to the newly created post of traffic manager, Florida Portland Cement division, **General Portland Cement Co.,** at 305 Morgan street, Tampa, Fla.

H. H. Horton, transportation consultant, has opened his general office in the Morrill Block building, Harrison, Me.

Fred W. Dunkel, former traffic manager, **Diamond Crystal Salt Co.,** St. Clair, Mich., died March 16 at his office. Mr. Dunkel had been principal consultant and aide to the traffic manager for the past few years.

William M. Wilkinson, assistant secretary, elected secretary of **National Safe Transit Committee, Inc.,** Washington, D.C.

Westinghouse Electric Corporation has announced a reorganization which will provide traffic consulting service for the various plants of the company on a product group basis. **R. J. Breitinger** has been appointed traffic consultant to the Defense and Atomic Divisions, in addition to his present duties as traffic manager—rates. **G. E. Gessner,** traffic supervisor, Sharon, Pa., plant, appointed traffic consultant, Apparatus Product divisions. **C. W. Standard,** formerly in charge of traffic at the Hampton, S.C., plant, has been appointed traffic consultant, General Product divisions. **J. W. Denham,** traffic analyst, Lamp Division, Bloomfield, N.J., named staff assistant for traffic studies, Consumer Products divisions.

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Montreal, P. Q.
New Bedford, Mass.
New Haven, Conn.
New York, N. Y.
Philadelphia, Penn.
Pittsburg, Penn.
Portland, Me.
Poughkeepsie, N. Y.
Presque Isle, Me.
Providence, R. I.
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San Francisco, Calif.
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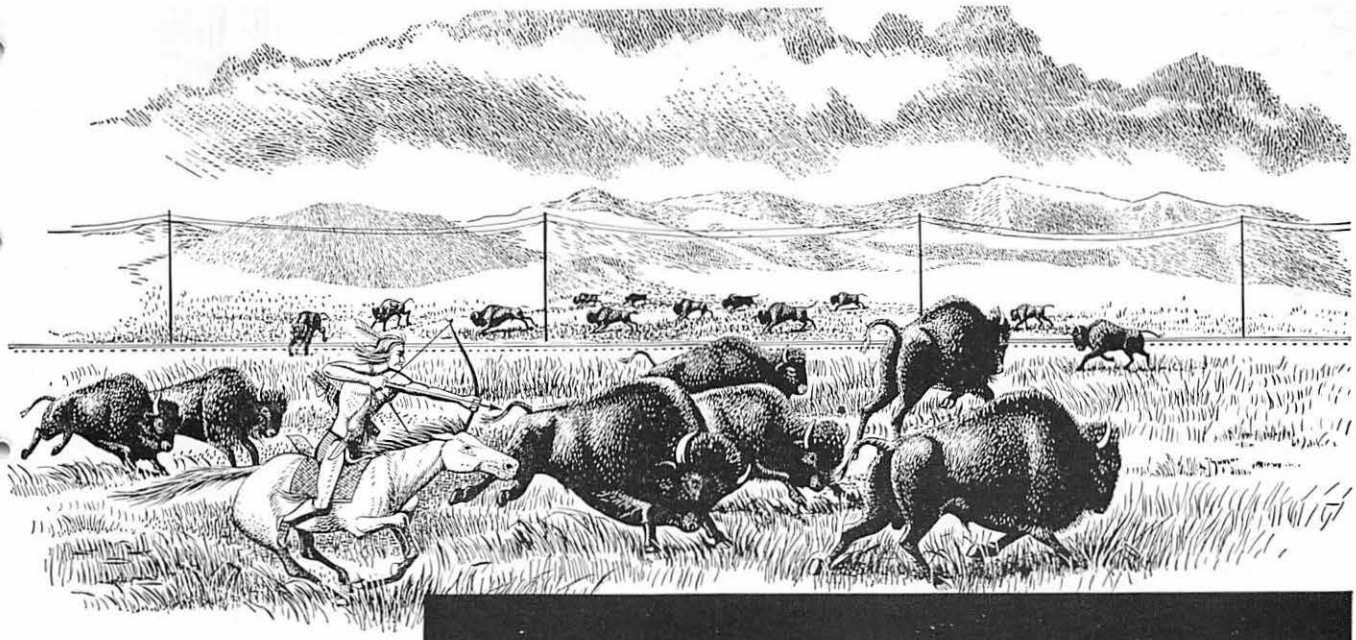
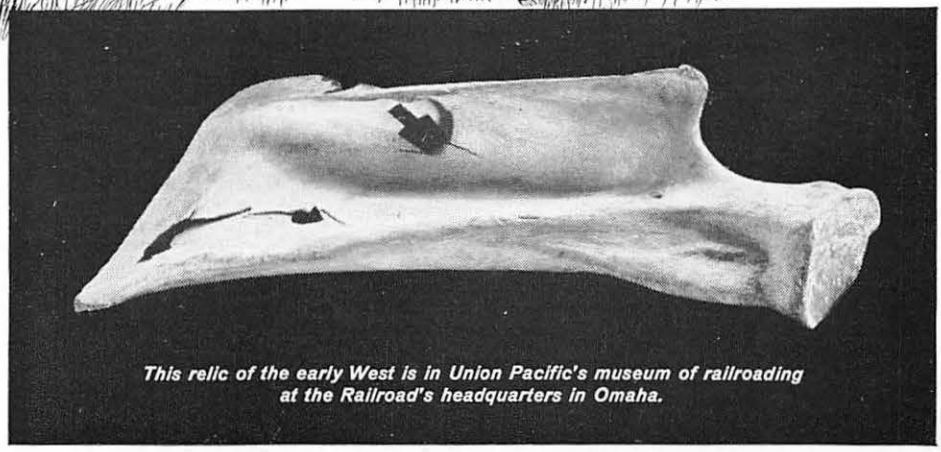
NEW HAVEN RAILROAD



Buffalo meat



This relic of the early West is in Union Pacific's museum of railroading at the Railroad's headquarters in Omaha.

Bleached almost white by the sun, this shoulder bone of a buffalo tells its own story of the past. Still pierced by the head of an Indian hunting arrow, it speaks of the problems of fresh meat before Union Pacific opened the West, to shipping of livestock and meat products.

Feeding a population is easier now than when this arrowhead was shot into the shoulder of a buffalo. Now, fresh meat is brought on the hoof, or under refrigeration, into marketing and processing centers by Union Pacific.

Whenever you ship in or through the West, remember Union Pacific is the most experienced in the West—knows and serves the West best.

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Union Pacific RAILROAD

UNION PACIFIC RAILROAD

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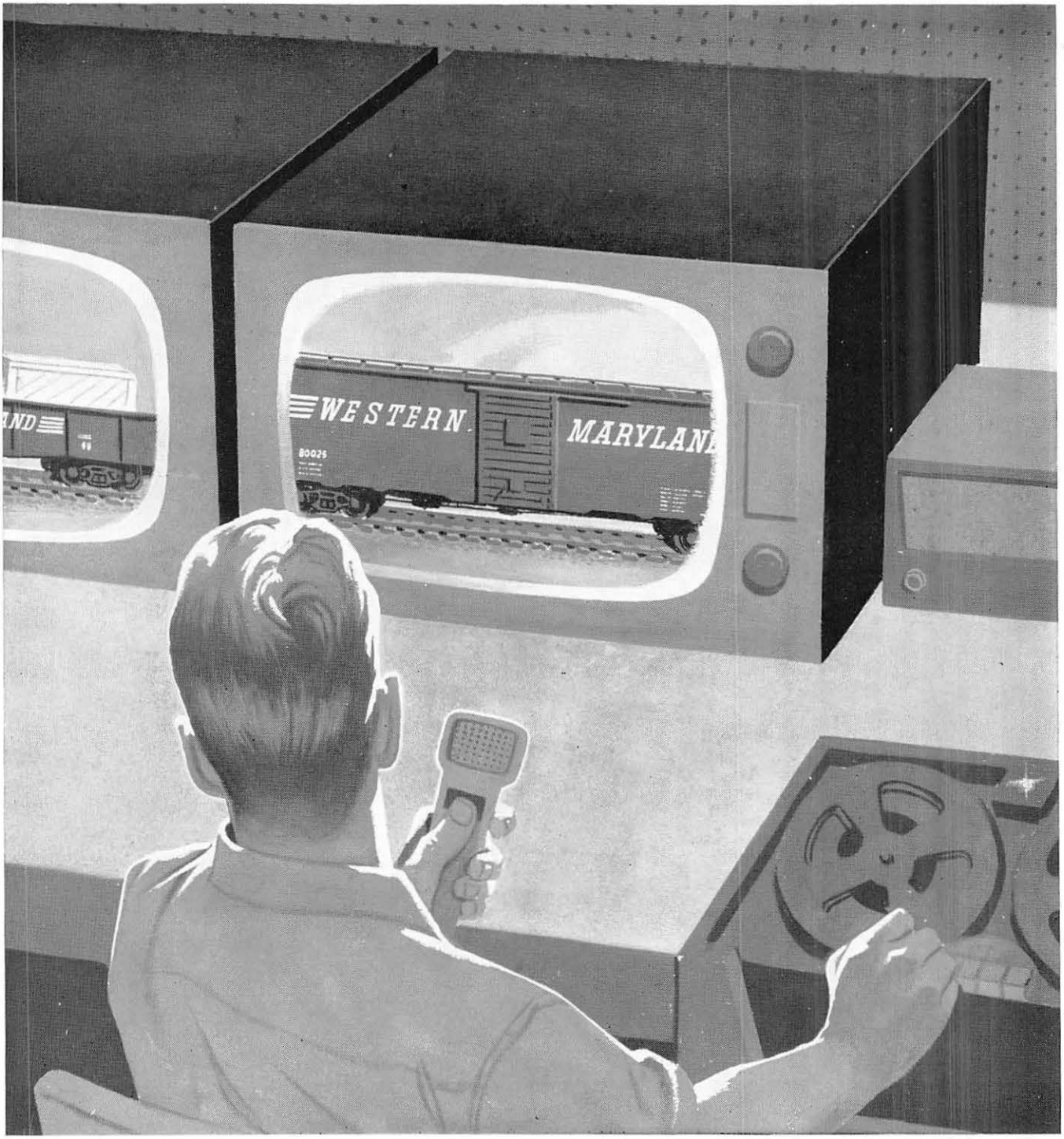

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As your freight shipments move along the shortest east-west route, television spots your cars, their numbers and position in the train.

You're shipping via the Western Maryland Railway — one of today's truly modern roads.

Fast as your freight zooms ahead, Western Maryland men keep in touch with it continually... by TV, by radio-phone or other advanced communication. Your shipment goes the right way... in jig time... without error. And when you must divert a shipment suddenly, it's easy as can be!

Speed and efficiency extend to every phase of this unusual railroad... from electronic accounting and billing to the latest designs in "piggyback" cars.

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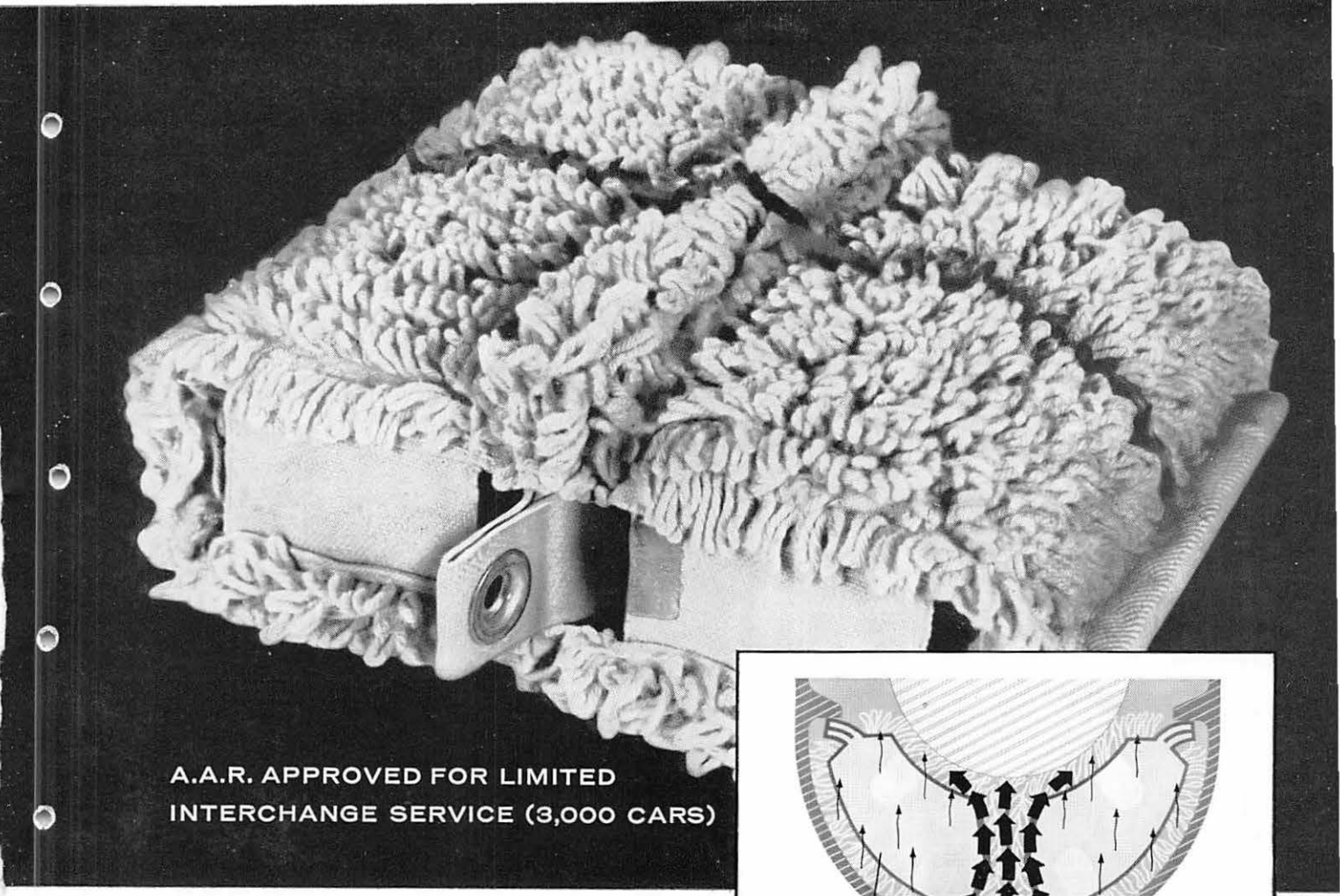

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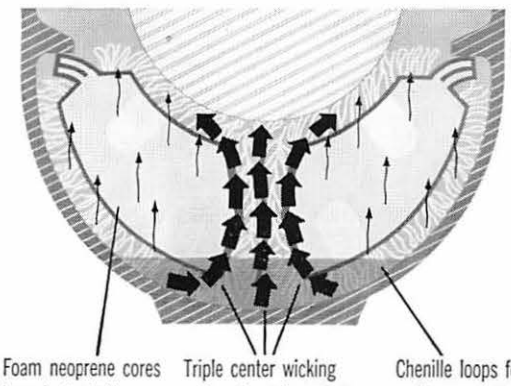
Foam neoprene cores have both wicking and pumping action
Triple center wicking action, direct from bottom of box to journal
Chenille loops for resiliency, wicking and distribution

Triple center wicking action feeds an abundant supply of oil to the journal by the most direct path. More oil flows up through the neoprene cores and still more wicks up through the fabric panels, assuring complete saturation of the chenille cover at all times.

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Resilience. Foam neoprene cores, specially compounded for high resilience with great resistance to set. The compressible chenille loops add to overall resilience.

Ease of application. Easily installed. No tools required. Reversible side to side, top to bottom, end for end.

Stability. Sturdy fabric retainers resist shifting, even at low temperatures.

Interchangeability. Absco pads fit standard A.A.R. journal boxes. No modifications necessary.

Ease of renovation. Built to withstand roughest cleaning methods. No delicate or heavy metal parts to break or tear loose.

Non-linting. Thoroughly washed and pre-shrunken cotton wicking material was especially selected for its non-linting characteristics.

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This impressive combination of features and advantages is exclusive with the Absco lubricating pad.

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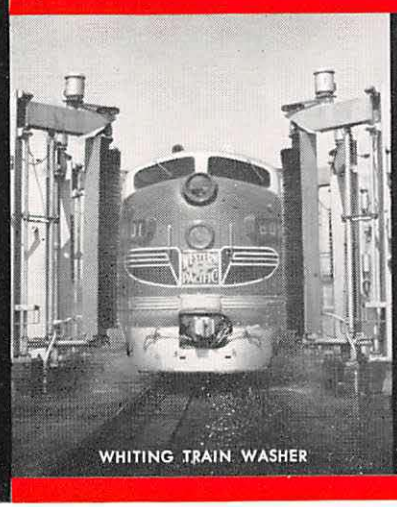
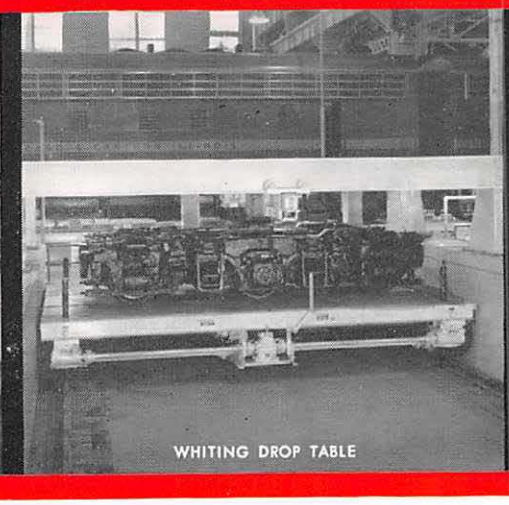
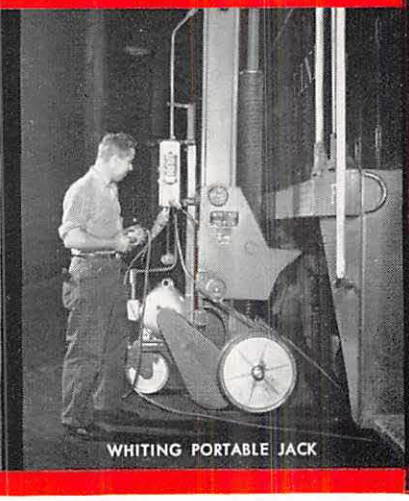


WHITING TRAIN WASHER



WHITING DROP TABLE



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With Whiting Railroad Equipment in the yard, locomotives and cars return to work faster—rolling—instead of being on the inactive list! The Whiting Transfer Table saves time, saves money . . . speeds repairs by moving cars and engines to repair shops when needed! Whiting Drop Tables provide lower cost truck and wheel changes. For safer, easier lifting, nothing compares to Whiting Electric Portable Jacks. Whiting Train Washers send entire trains on their way in minutes, gleaming bright as the rails they ride on!

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WHITING RAILROAD EQUIPMENT

MARKET OUTLOOK *at a glance*

Carloadings Rise 2.5% Above Previous Week's

Loadings of revenue freight in the week ended April 18 totaled 633,546 cars, the Association of American Railroads announced on April 23. This was an increase of 15,187 cars, or 2.5%, compared with the previous week; an increase of 99,039 cars, or 18.5%, compared with the corresponding week last year; and a decrease of 53,404 cars, or 7.8%, compared with the equivalent 1957 week.

Loadings of revenue freight for the week ended April 11 totaled 618,359 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, April 11

District	1959	1958	1957
Eastern	96,432	80,660	111,643
Allegheny	121,915	90,251	132,653
Pocahontas	51,778	43,235	63,181
Southern	118,207	105,773	123,144
Northwestern	65,179	56,233	81,298
Central Western	114,703	98,453	111,349
Southwestern	50,145	46,555	50,676
Total Western Districts	230,027	201,241	243,323
Total All Roads	618,359	521,160	673,944
Commodities:			
Grain and grain products	47,730	48,733	49,426
Livestock	5,322	4,271	5,490
Coal	103,756	94,441	135,139
Coke	10,902	5,488	12,345
Forest Products	39,566	32,883	40,605
Ore	25,275	13,458	29,477
Merchandise l.c.l.	43,306	46,273	56,791
Miscellaneous	342,502	275,613	344,671
April 11	618,359	521,160	673,944
April 4	590,133	516,247	644,092
March 28	603,755	532,273	694,922
March 21	603,178	532,997	685,836
March 14	595,302	539,127	689,226
Cumulative total, 15 weeks	8,640,178	8,014,468	9,945,166

PIGGYBACK CARLOADINGS—U. S. Piggyback loadings for the week ended April 11 totaled 8,026 cars, compared with 4,815 for the corresponding 1958 week. Loadings for 1959 up to April 11 totaled 105,810 cars, compared with 67,286 for the corresponding period of 1958.

IN CANADA.—Carloadings for the seven-day period ended April 7 totaled 67,062 cars, compared with 84,492 cars for the previous ten-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
April 7, 1959	67,062	28,220
April 7, 1958	56,905	26,616
Cumulative Totals:		
April 7, 1959	895,578	383,793
April 7, 1958	885,984	403,752

New Equipment

FREIGHT-TRAIN CARS

► *Monon.*—Ordered 40 70-ton, 3,219-cu ft capacity covered hopper cars from Pullman-Standard for immediate delivery. Cost: $450,000.

► *Seaboard Air Line.*—Expects to place orders soon for 1,000 freight cars, for delivery this summer, according to President John W. Smith. It is understood 995 of the new cars are to be equipped with roller bearings, and five with cartridge bearings.

► *Trailer Train Co.*—Is acquiring 400 85-ft piggyback flat cars, all equipped with roller bearings, at an estimated cost of $6,000,000. An order for 100 cars has already been placed with Pullman-Standard. Inquiries went out last week for the remaining 300.

MARINE

► *Lehigh Valley.*—Ordered two steel deck scows from the Marine Division of the Richmond Steel Co., Inc. Each will be 128 ft by 34 ft by 9 ft 6 in. and will have a capacity of 750 tons.

SPECIAL

► *Reading.*—Purchased 25 35-ft tandem axle trailers from Strick Trailers at a cost of $150,678. They will be used both in TOFC service and in over-the-road hauling by the Reading Transportation Co. The road is also converting 50 gondola cars at its Reading, Pa., shops for TOFC use.

Purchases & Inventories

► *January Purchases Up Slightly.*—Purchases by domestic railroads of all types of materials (excluding equipment) edged $117,000 above those for the corresponding month last year. Purchase and inventory estimates in the following tables were prepared by Railway Age:

*PURCHASES**	*January 1959*	*January 1958*
	(000)	*(000)*
Rail	$ 7,385	$ 6,847
Crossties	5,564	5,191
Other Material	74,564	78,616
Fuel	36,942	33,684
Total	$124,455	$124,338

*Subject to revision.

INVENTORIES†*	*January 1, 1959*	*January 1, 1958*
	(000)	*(000)*
Rail	$ 47,954	$ 56,805
Crossties	87,659	100,391
Other Material	397,877	505,278
Scrap	26,349	21,643
Fuel	22,959	27,757
Total	$582,798	$711,874

*Subject to revision.
†All total inventory figures taken from ICC statement M-125 for month indicated.

a RAILWAY AGE time-saver page

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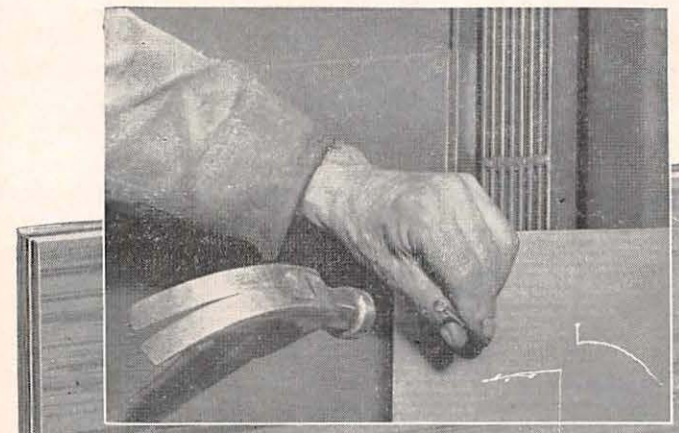
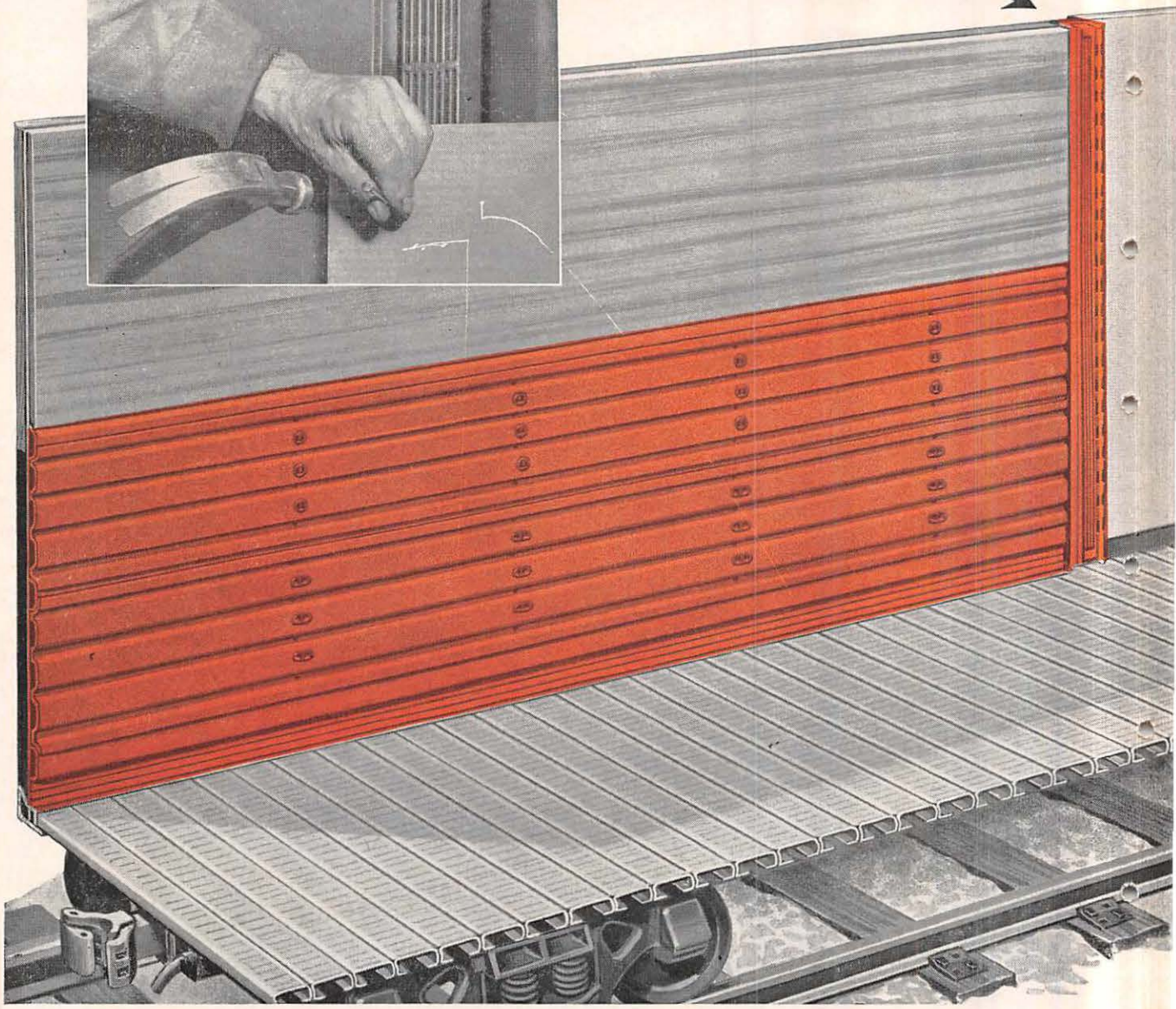
to lengthen car life, lower maintenance and claims, raise loading flexibility



Repeated nailings of grain doors will not weaken Nailable Steel Doorposts. Cars can stay in revenue service longer, and carry all types of lading.



Since its introduction 12 years ago, **N-S-F**, the original **NAILABLE STEEL FLOORING**, has been put to work in more than 60,000 freight cars by 62 leading railroads. Now, Stran-Steel Corporation has developed two new companion products to help you get still more miles of Class A service from new and rebuilt rolling stock.

STRAN-STEEL ANCHOR LINER circles the car with a corrugated wall of GLX-W high-strength steel that reduces dead weight, compared to ordinary carbon steel liners of equal strength. Side heights are variable, with full height on the ends to strengthen these areas substantially and protect against bowing. Integrated with the liner are dozens of recessed strap anchors for fast, safe strapping. Since wooden sidewalls and decking are responsible for 70% of rip-tracking, Stran-Steel Anchor Liners can make a healthy reduction in maintenance costs.

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N-S-F and Stran-Steel Anchor Liner with Nailable Steel Doorposts give new and rebuilt freight cars complete protection, lading flexibility. Such cars carry all types of lading—rough, sacked, finished or bulk—and stay in revenue service longer. Information available from Stran-Steel representatives in Chicago, New York, Philadelphia, St. Louis, Cleveland, San Francisco, Minneapolis and Atlanta. In Canada, Stran-Steel Anchor Liner with Nailable Steel Doorposts is sold by International Equipment Co., Ltd., Montreal.

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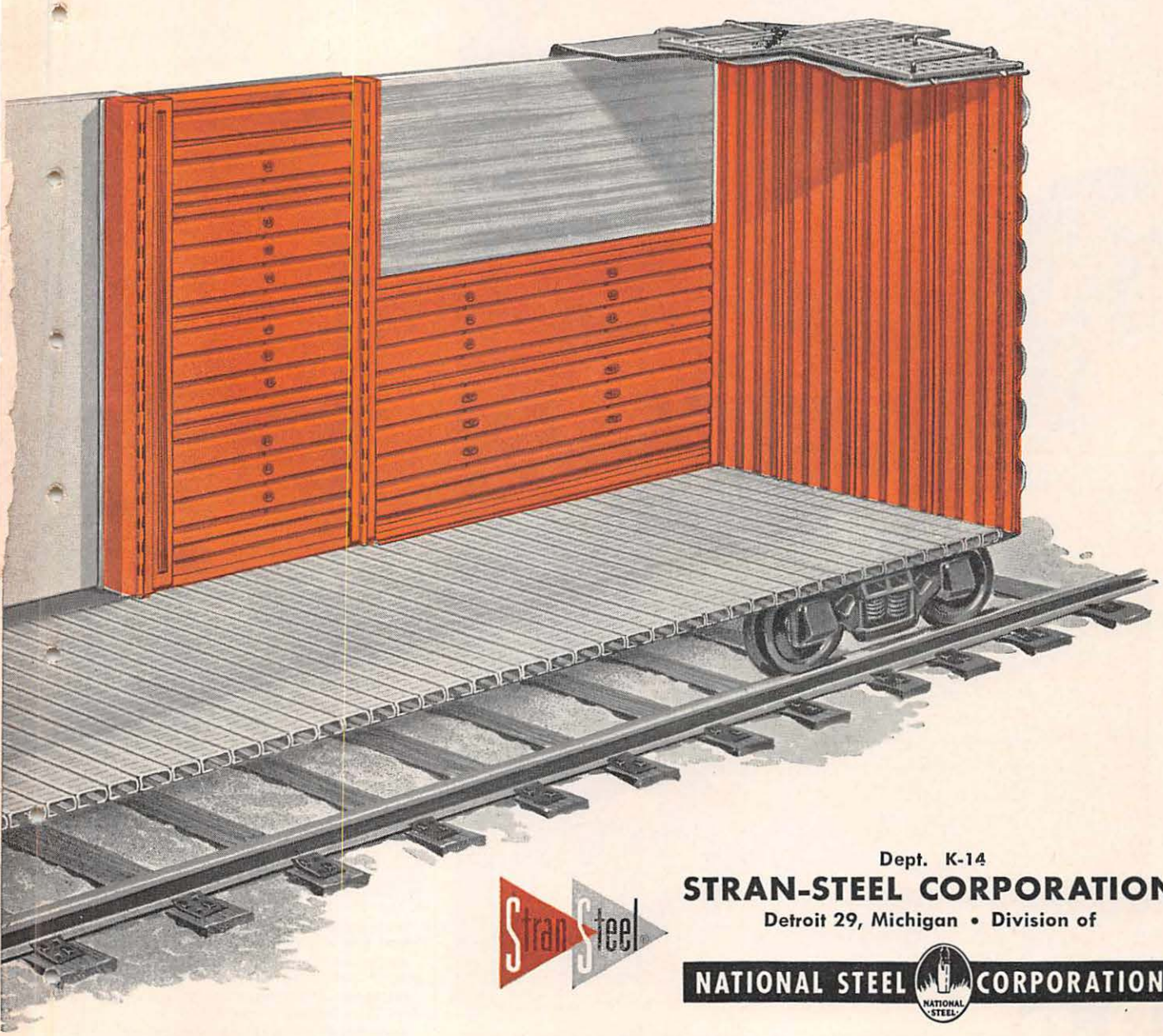

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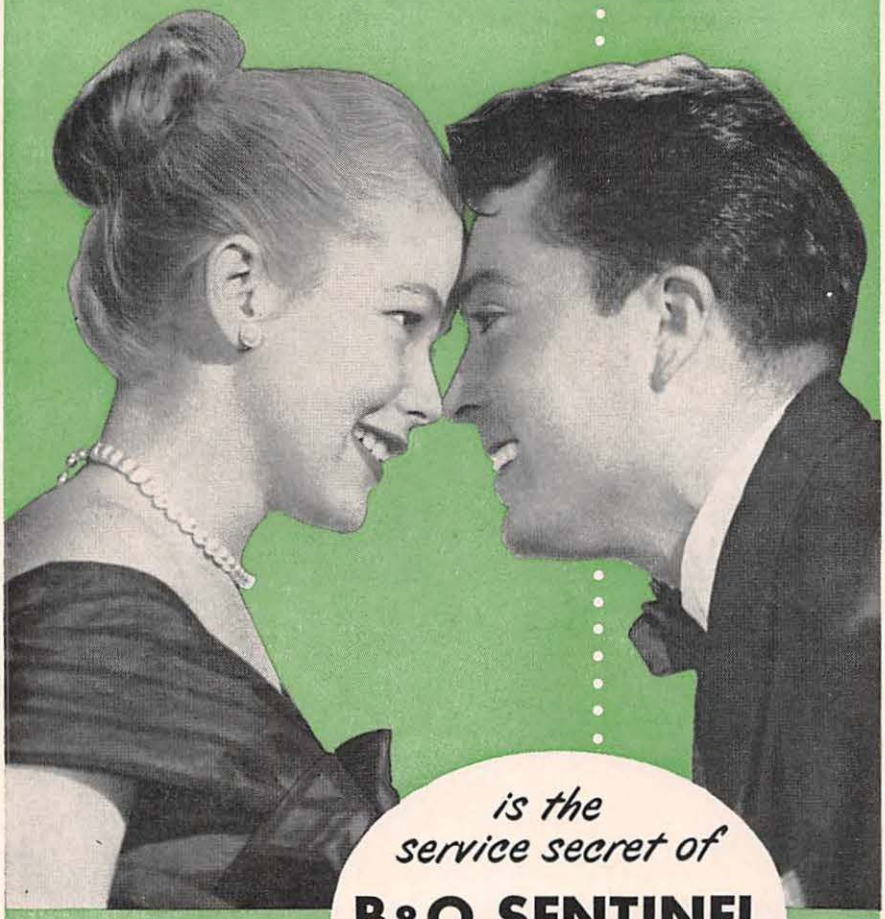

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Letters from Readers

'Complete Coverage'

Minneapolis, Minn.

To the Editor:

At our monthly meeting of operating officials, the suggestion was made by many of them that they would like me to approve the mailing of about 100 copies of Railway Age to the principal agents on our line, who in turn could send their copy on to some of the other agents. They were very high in their praise of the manner in which your weekly magazine carries the railroad story.

Frankly I do not know why we did not think of this before because yours is one of the first periodicals I read each week as it has a very complete coverage of the whole railroad situation.

G. A. MacNamara
President, Soo Line

First Things First

Sierra Madre, Cal.

To the Editor:

Our railroads have been pushed to the brink of extinction, not by obsolescence, but by the two-faced hypocrisy of government transportation policy. There is no room on the edge of this cliff to stage a titanic class struggle between capital and labor in the tradition of Karl Marx.

In view of ever rising living costs and wage increases granted elsewhere, locomotive engineers' demands seem reasonable. It is obvious, however, that no group can take more from the industry than has first been put in by the dedicated services of all railroad workers, on the road, in the shops, and in executive offices.

Let us put the railroad house in order by airing out our featherbeds, wherever they may be. We shall then be in good position to expose the outrageous political featherbed provided by government to all forms of public and private non-rail transport.

K. Fritz Schumacher
"Former Santa Fe Rail"

Dividends Declared

CHICAGO, MILWAUKEE, ST. PAUL & PACIFIC.—Series A preferred, $1.25, quarterly, payable Mar. 26, June 25, Sept. 24 and Nov. 25 to holders of record Mar. 6, June 5, Sept. 4 and Nov. 6; common, 37½¢, quarterly, payable Apr. 23, July 23, Oct. 22 and Dec. 17 to holders of record April 3, July 3, Oct. 2 and Nov. 27, respectively.

MAINE CENTRAL.—5% preferred, $1.25, accumulation, paid Mar. 2 to holders of record Feb. 11.

MINNEAPOLIS & ST. LOUIS.—35¢, quarterly, payable May 29 to holders of record May 15.

PIEDMONT & NORTHERN.—$1.25, quarterly, paid April 21 to holders of record April 6.

ROCHESTER & GENESSEE VALLEY.—$2, semi-annual, payable July 1 to holders of record June 20.

ST. LOUIS-SAN FRANCISCO.—resumed, 25¢, payable June 15 to holders of record June 1.

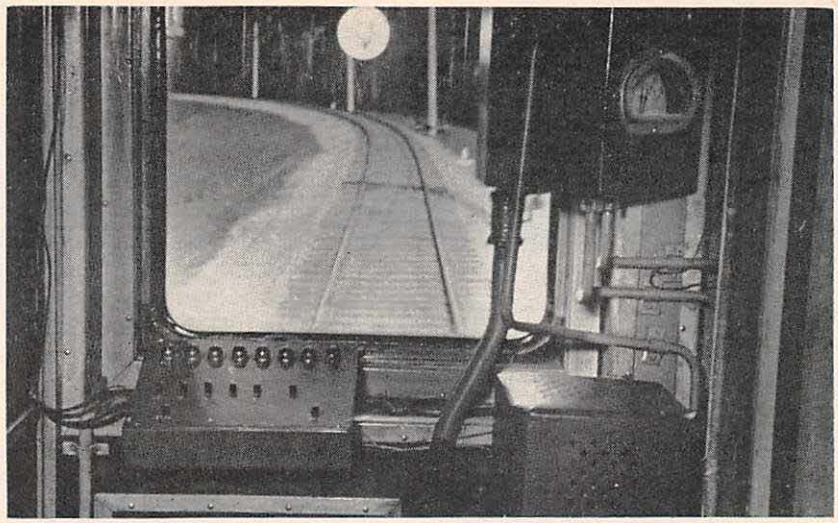
Featherbedding Fight Still a Press-Release War

Additional "fact sheet" releases of the Railway Labor Executives' Association have been characterized by AAR President Daniel P. Loomis as "new proof of the grim seriousness of featherbedding work practices."

The RLEA releases were issued April 17 at a Washington press conference where the association's chairman, George E. Leighty, said the featherbedding issue is one the unions will meet "head on." One of the releases was a reply to the AAR's recent statement—"Featherbedding: Facts vs Fancy." RLEA called this a "strange document" which "played ducks and drakes with the truth."

Other RLEA "fact sheets" dealt with "soaring" railroad profits, "chronic and cruel" railroad unemployment.

Mr. Loomis' reply: If the unions have no fear of the "true facts" about featherbedding, "there should be no sound reason for them to oppose joining management in seeking an impartial investigation of the subject."



Russia Unveils 'Robot Engineer'

Automatic control system ran this train in test near Moscow. Computer has a memory device which contains stored data on grade, length of line, curvature and weight of train. The control equipment receives information about the actual speed of the train and the distance traversed from special sensing elements on the axles. In the test, the train left a station, picked up speed to climb a steep grade, and then leveled down to 50 mph. It came to automatic stop in station.

Mackie Cites Coordination Problems

A leading railroad spokesman said last week that most railroads have "found it difficult to work out satisfactory agreements" with motor carriers on highway-rail through routes and joint rates.

David I. Mackie, chairman of the Eastern Railroad Presidents Conference, said the following problems, among others, remain unresolved:

"1. What reasonable assurance can we [railroads] obtain that we will receive fair treatment in the handling of truck-originated unrouted traffic?

"2. What reasonable assurance can we obtain that the arrangement won't result in the truck line unburdening itself of its expensive LTL traffic so that the high costs of delivery will be transferred to us without compensating benefits?

"3. What reasonable assurance can we obtain that when a long haul is involved, and a truck is available, the movement will nevertheless be made by rail, so that the inherent advantage of lower rail costs over longer distances can come into play?

"In summary—how can a partnership work satisfactorily when one partner cannot assure himself that the other will so conduct his relationships with customers as to further the interests of the partnership rather than his own personal interests?"

Mr. Mackie spoke at a Cleveland Traffic Club forum on the subject: "Will It Be Diversification, Integration or Coordination of Transportation?"

Other scheduled speakers at the forum: W. H. Ott, general traffic manager, Kraft Foods Company, and president of the National Industrial Traffic League; James F. Pinkney, general counsel, American Trucking Associations, Inc.; and Andrew H. Brown, retired vice president of the Cleveland Chamber of Commerce, moderator.

Mr. Mackie said industry needs both transport diversification (ownership by one mode of transport of another mode) and transport coordination (arrangements short of ownership whereby one mode of transport utilizes the service of another mode).

As examples of coordination, he cited Plans I, III and IV piggyback. He added: "We are only on the threshold of containerization. The possibilities by way of economy and efficiency of that development, encompassing, as it does, broad coordination possibilities between water, highway, air and rail, are truly challenging and heartening."

But, he went on to say, "our highway friends tend to limit discussions of coordination to highway-rail through routes and joint rates." It was then that he listed the problems encountered in that area.

As for diversification, he said it would offer tremendous economic advantages to both shippers and the consuming public. It would mean, he said, "elimination of duplicate facilities, improved service and lowered costs."

For the shipper, he pointed out, diversification would mean dealing with one manager "for the complete service he needs with the utmost of efficiency and economy."

Train-Offs Help Monon

Less passenger service will mean better freight service and more railroad shop jobs on the Monon.

Under Indiana Public Service Commission authority, the road discontinued four of its six passenger trains on April 9. The resulting reduction in passenger losses, Monon said last week, will enable it to start a "long overdue" two-year freight car improvement program.

Monon shops at Lafayette, Ind., will handle the biggest part of the program, rebuilding 200 50-ton open-top hopper cars at a cost of more than $700,000. Thirty additional shop workers will be employed to help perform the work.

Monon also announced purchase of 40 covered hopper cars (see page 71). C. A. Bick, Monon's new president, said use of the cars for meal and feed loading will release some 50 box cars for other loading, including grain.

You Ought To Know...

A supply of box cars for the winter wheat crop will be built up by a special order issued by the AAR's Car Service Division. The order, effective May 1, requires box cars owned by roads serving the winter wheat belt to be returned empty to that area unless loads will take them directly there. The area covered includes Kansas, Colorado, Nebraska, Missouri, Oklahoma, Wyoming, Texas, Arkansas and Illinois.

Discontinuance of all passenger service (23 commuter trains) on the New York Central's West Shore line was authorized last week by the New York Public Service Commission. The trains have averaged only 10 paying passengers apiece since the NYC discontinued its connecting Hudson River ferries March 24.

Three common carrier truckers have started moving trailers in Western Pacific piggyback service between Salt Lake City and the San Francisco Bay area. It's WP's first venture into common carrier TOFC. The truckers involved: P-I-E, Interstate and Garrett.

A 7.7% increase in second quarter freight carloadings is predicted by the Atlantic States Shippers Advisory Board. The board expects carloadings in its territory to total 751,066 cars for 59 selected commodities, compared with 697,145 cars for the corresponding period last year.

O. Roy Chalk's offer to buy New York City's transit system (now valued officially at $1.2 billion) has met with a polite—but cool—reception in official circles. Biggest fear seems to be that "runaway" fare increases on subways and buses might result from turning the system over to private operation.

Standardization of pallet and container sizes, and standard heights for loading platforms, are among seven projects currently being worked on by the American Standards Association for standardization of materials handling methods and equipment. The container project is divided into three basic areas—containers with less than 30 sq ft of bottom area; those with more than 30 but less than 64 sq ft; and van containers over 64 ft.

Legislation liberalizing the Railroad Retirement and Unemployment Acts was cleared last week by the House Rules Committee. That assures early House consideration of the bill, which embodies much of the Railway Labor Executives' Association program and a little of the AAR's counterproposal. The House bill has been assailed by both associations. RLEA is now pushing for action on a Senate bill which would enact its program and which has been approved by the Senate Committee on Labor and Public Welfare.

Chicago railroads want more time to study an engineer's report recommending consolidation of five passenger stations into one (RA, April 6, p. 32). The problem: specific questions on operating and financing the proposed terminal have yet to be answered in specific terms. Next move: appointment of a carrier committee to work with the city, the rail terminal authority and the consulting engineers in seeking those answers.

The Brookings Institution report on "Railroad Transportation and Public Policy" is being published April 29. Professor James C. Nelson of Washington State is the author. It presents a 512-page analysis, with supporting data and statistics, of all major aspects of the "deteriorated economic situation" of the railroads, with specific recommendations for remedial action by government and railroad managements. Suggestions for improved rate-making and less restrictive regulation are especially thoroughgoing. Price is $7.50. Brookings Institution's address is 722 Jackson Place, Washington 6, D. C.

Proposed extra charges on heavy-duty flat cars evoked strong shipper opposition at a Chicago hearing of the General Freight Traffic Committee — Eastern Railroads. Railroad spokesmen said the cost of the cars (up to $175,000) and the tendency to keep them at their destination for a considerable length of time necessitated added charges. The shippers, including the NIT League, found the proposal "highly objectionable," but conceded that special per diem rates might be established "as an incentive . . . for expeditious handling."

Movement of grain through oil pipe lines is said to be under serious consideration in western Canada. Idea seems to be that grain could be floated through the pipe right along with oil; then cleaned — somehow—at destination. Theory may be tested soon in a short pilot line.

Increased utilization of equipment resulting from a Norfolk & Western-Virginian merger would be equivalent to the addition of about 2,000 freight cars, N&W President Stuart T. Saunders told the Hartford (Conn.) Investment Group. Among merger benefits, he listed "utilization of the best grades over three mountain ranges, use of some of the Virginian as a high speed, eastbound freight line, quicker coal car turnaround, and coordinated use of present yards."

More effective coordination of equipment, recommended by the New England Railroad Presidents' Study Committee, has resulted in the use of through locomotives on main line passenger trains of the Maine Central and the Boston & Maine. B&M locomotives will haul certain Maine Central trains from Portland to Bangor and back, while Maine Central locomotives will be in operation on some trains between Portland and Boston and Portland and Worcester, Mass.

C&O will call back 100 furloughed workers to its Russell, Ky. shops effective May 1. The men are needed to work on a car conversion program.

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Cut Down on Regulation!

The ICC has asked the Eastern Railroads to consent to a further suspension for 60 days of these railroads' reduced rates on paint. Naturally, the railroads have agreed.

This is a simple case. The railroads are handling almost no finished paint. They proposed some rates which they proved would be amply profitable; and which, shippers testified, would put a lot of paint traffic on the rails. The truckers objected. The ICC suspended the rates, pending investigation.

That was almost seven months ago, and the ICC wants two more months to ponder the issue.

It seems a safe assumption that the ICC is weighing two questions: Does it any longer have the legal right to force railroads to hold a rate "umbrella" over the trucks? If it believes it still has this right, should it be exercised in the present case?

No industry except the railroads is made to suffer the delay and expense of a protracted lawsuit practically every time it wants to make important price changes to attract customers. If the aluminum industry wants to reduce its prices to compete with steel and plastics—these competitors have no right to hail the aluminum people into court and have their price changes nullified.

There is constant price competition going on between industries and the customers benefit—from constantly improved products and by having prices held within reason. Only the railroads are restricted in engaging in this economically healthy practice.

The ICC is certainly not deliberately anti-railroad. What is wrong is that its regulatory power is so devised that it *can* operate only against the railroads, never effectively in their favor. The reason is that only one-third of truck traffic and only 10% of inland waterway traffic are subjected to regulation—while railroads are 100% subjected to it.

The ICC occasionally suspends proposed rates of common carrier trucks and barges—just as it does proposed railroad rates. But such suspension of truck or barge rates affords the railroads practically no protection. If common carrier truck or barge rates are held by regulation at a level substantially higher than operating costs, the traffic simply moves over to the unregulated carriers by barge and truck.

It is no wonder, given such one-sided treatment, that railroad traffic in 12 years, 1946-57, declined from 66% of total ton-miles to 46%. And that truck ton-miles rose from 9% to 19%; and inland waterway ton-miles from 14% to 17% in the same period. These figures plainly show that *barge and truck operators need no protection against the railroads.*

Where is the sense in this set-up, from the standpoint of the public interest? Why does the practice persist? There are three discernible reasons—none of them good: (1) barge and truck operators have a vested interest in keeping the railroads impotent in competition, and the regulatory law, as interpreted up to now by the ICC, is often definitely helpful to them; (2) elaborate regulation provides a lot of employment; (3) railroaders and industrial traffic men grew up under regulation and have never known anything else—they are too accustomed to being bossed around, to be moved to loud complaint.

Some of the regulatory functions of the ICC serve a useful public purpose—e.g., supervision of accounts, accident reporting and finance, prevention of arbitrary discrimination, acting as an arbiter in intra-agency issues. But there is certainly no *economic* justification for regulation of inter-agency competitive minimum rates, so long as direct costs are covered.

•

END REGULATION RACKETS: The over-elaborate machinery for regulation of inter-agency competitive rates, in essence, is little better than a legitimized anti-railroad racket. It is kept alive through inertia and because it serves a lot of vested interests. It is a reflection on the economic statesmanship of the traffic fraternity that it does not raise more of a clamor than it does to trim rate regulation down to size. If the burden isn't eased soon, a large fraction of the railroad industry is likely to go broke and be nationalized.

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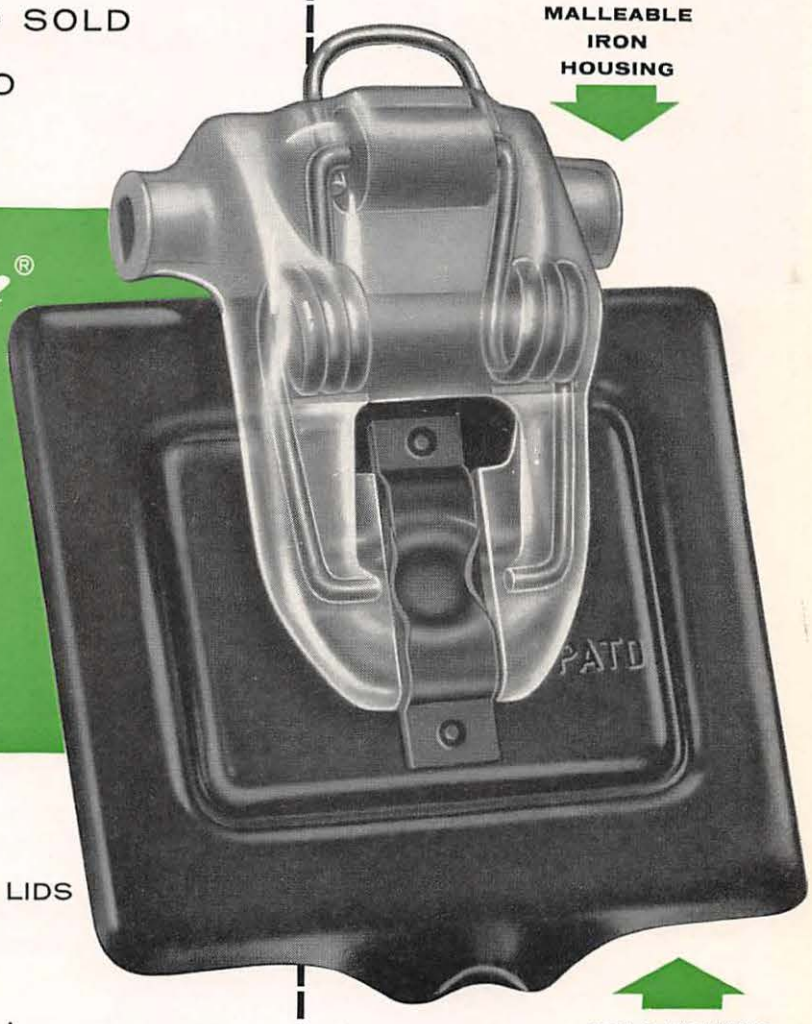

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